Board of Trade Journal

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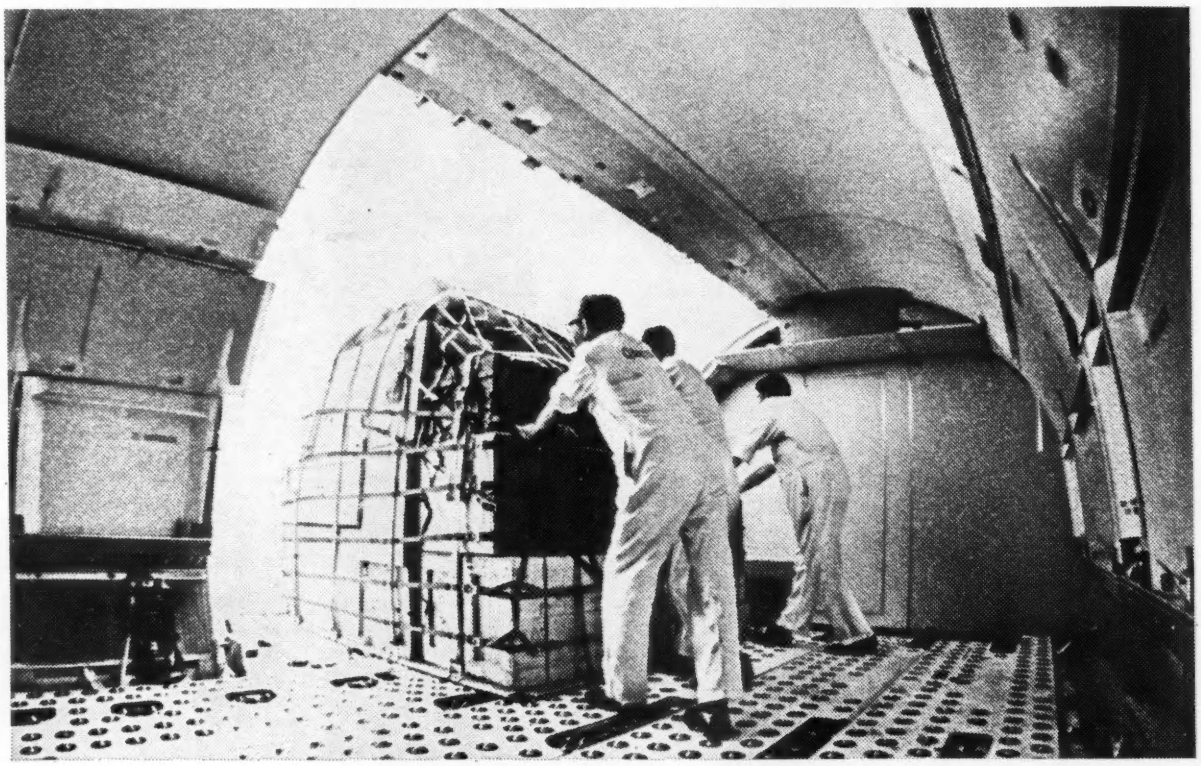

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Front cover photograph

Models outside The Horse Guards, London, wearing co-ordinated outfits first introduced by members of the British Menswear Guild at the Natural Fibres Fashion Show last February and including (on the left) Cedar Leaf and Copper Beech, two of three new co-ordinated colours (the third is orange Berry). The new clothes and colours will be prominently featured when the Guild embarks on its heaviest ever promotional campaign this autumn, starting today at the International Men's Fashion Week in Cologne. The 20 Guild members will have a joint stand in Hall 13 of the Fair. From September 20 to October 5 the Guild will be sponsoring 12 top quality speciality shops in Geneva and Lausanne and will also be sponsoring seven stores in Basle during the official British Shopping Week (September 20 to 28). Guild Members will be very active during British Week in Stockholm (September 27 to October 5) when 22 stores and shops will be sponsored, and also during the British Mini Week in Lille, where five leading shops will devote window space to Guild members' merchandise. Following the success of last year's British Week in Brussels, the Guild will promote 18 shops and stores in Brussels and eight leading houses in Antwerp. In the United States, six leading stores in New York, Phoenix, Pittsburg, Denver and Philadelphia will mount Guild-sponsored promotions. Since its inception in 1959, the Guild has sponsored over 150 store promotions and were among the first British organizations to mount their own 'town promotions' separate from official British Weeks.

Colour blocks by courtesy of National Wool Textile Export Corporation.

If you want to sell to South Africa

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With over 800 offices in the Republic we are particularly well placed to help British businessmen who are interested in exporting to South Africa. Write to or telephone our Business Development and International Division at 54 Lombard Street, London E.C.3 (01-626 5656).

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South Africa—expansion and evolution

by W. E. Luke, chairman, Southern Africa Committee, British National Export Council

Sensational expansion

DURING THE PAST YEAR, the importance of the South African market to the British economy and the sensational nature of its expanding economy has been comprehensively covered in the National Press because of the political problems involved. But the salient facts bear repetition.

Since the beginning of 1957, South Africa's real gross domestic product has increased by 46.8 per cent and on a per capita basis by 31.6 per cent. The average annual growth rate has accelerated from 3.7 per cent between 1957 and 1962 to 6.9 per cent between 1962 and 1967. The Republic is gradually becoming established as the power-house of know-how and capital for the emergent States of Southern Africa. Furthermore, the purchasing power of all sections of the South African population is increasing. Industrialists should not forget that the non-white market is currently estimated in South Africa at some R1,500 million per year and that the African is a 'choosy' purchaser who demands quality goods.

Investment

The bounding growth of the South African economy could well prove an insurance against political instability long term, because continuing expansion will inevitably necessitate an ever growing participation in the industrial activity and wealth of the nation by the African population.

Confidence in the future stability of the Republic is instanced by the high rate of private capital inflow in 1967 which was estimated by the South African Minister of Commerce at R198 million as against R160 million in the previous year.

It is true that gold plays an important part in South Africa's balance of payments, providing over a third of her earnings overseas and that, despite a government scheme for systematic assistance to marginal gold mines there is certain to be a steady decline in the production of gold from 1970 onwards. But the South African government and her industrialists have long been aware of this and have planned for long term industrial substitution.

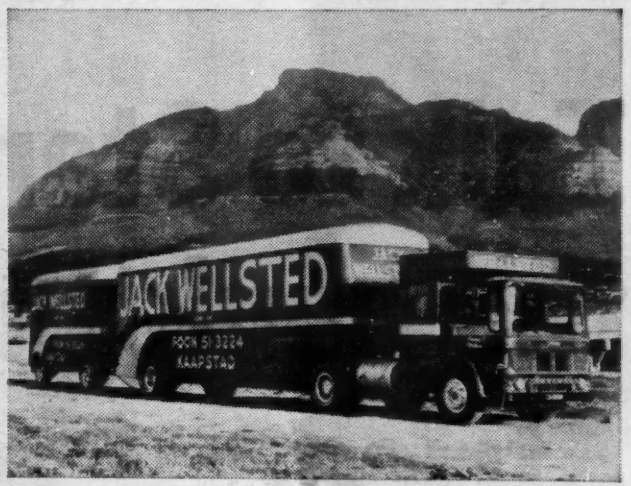
Britain's share

Britain's share in this market on the investment side is impressive, particularly in manufacturing industry. More than 500 South African companies have parent companies in the United Kingdom and in 1966, 64 per cent of all foreign private sector direct investment in South Africa was British. The probable value of United Kingdom direct investment there is in the region of £1,000 million which produce average annual earnings of about £60 million. There is also considerable portfolio investment.

Imports into South Africa

Since 1961 exports have nearly doubled; indeed, in the field of machinery and transport equipment they have more than doubled. There is every reason to think that last year's record intake of foreign goods worth nearly R2,000 million will be exceeded this year.

United Kingdom exports to the Republic have increased from £120 million in 1950 to £257 million in 1967 when South Africa became the second largest market for Great Britain. However, there is very stiff competition for South African orders and although our exports have increased over the years our share of her total intake has decreased from 29 per cent in 1961 to 26 per cent in 1967. Our main competitors are Japan, Italy, France, United States and Germany.



Pictured against the background of a section of Capetown's famous Table Mountain this massive double-bottom furniture cartage outfit is operated throughout the Republic of South Africa by Jack Wellsted of Kaapstad. The machine consists of a Leyland Freightline Beaver connected to a single-axled semi-trailer plus a two-axle drawbar trailer. Note the separate sleeping cab.

We have always been South Africa's principal supplier and since the thirties have benefited there from tariff preferences. There is perhaps a danger therefore that British exporters and their agents in South Africa tend to regard the traditional ties as sufficient to maintain the position of British goods in the market. An examination of the growing share of the market now held by our competitors readily shows that traditional ties and the traditional approach to selling are not enough. Since 1961 Japan's share of South African imports has substantially increased (by three-quarters) and so have the shares of Italy and France. All three of these shares together amount to well under half of our own but the trend is there. British exporters and their agents are not keeping up with the rate of increase in South African demand. They will have to fight hard to maintain their position.

The work of BNEC (Southern Africa Committee)

The Southern Africa Committee of the British National Export Council, which is composed of interested industrialists but is largely financed by HM Government, exists to help industry to maintain and improve the volume of exports. It was set up early in 1966 and up until June of this year it had sponsored 15 trade missions to the Republic in co-operation with Chambers of Commerce and Trade Associations. In 1968 the Posts in South Africa, assisted by the South Africa Britain Trade Association, are handling one mission a month and eight missions are already under consideration for 1969. A store promotion and several symposia are being planned.

Chamber of Commerce missions have gone, or are going, from most parts of the United Kingdom, including London, Birmingham,

(*Continued on page* 529)

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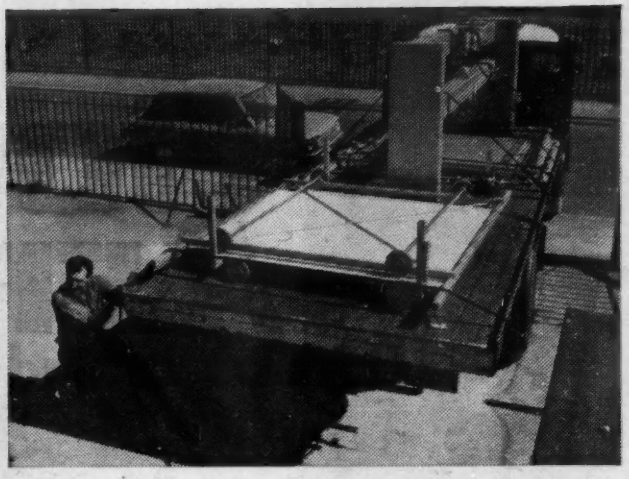
Fitted with a canopy as a protection against the sun, a Whitlock 605 Excavator, owned by J. MacG. Love (Plant) (Pty.) Ltd., is shown making initial excavations for a new garage on a site in Johannesburg, South Africa.



A newly developed deep quilting machine which, it is claimed, costs about half the price of comparable equipment made outside Britain, being loaded at the Nottingham factory of J. C. Attachments Ltd., for delivery to a customer in South Africa. This fully automatic single-needle machine is used for ornamental stitching on mattress panels and is capable of stitching through coir pad, in one operation, or of stitching through at least one inch of compressed material at a speed of 1,000 stitches a minute. The machine is equipped with a patented tracking system and stops automatically on completion of the pattern or if the thread breaks. A similar machine for shallow quilting work on sleeping bags and bed covers is also available and the Nottingham firm is at present dealing with inquiries from a number of overseas countries.

SOUTH AFRICA – EXPANSION AND EVOLUTION, *continued*

Glasgow, Dundee, Bristol, Manchester, Slough and Leicester. Trade Association missions cover machine tools, glass, wool, rubber, linen, chemical plant and food machinery and electric light fittings.

The Committee has undertaken a study with the object of assessing the extent and reasons for the decrease in our share of the capital goods market in South Africa and has consulted various Trade Associations on the results of the study.

The two-way aspect

But trade is a two-way affair and the South Africans have as much, or more, to gain from continuing close trade relations with the United Kingdom as we do. Their exports to this country have increased from £48 million in 1950 to £219 million in 1967. They have risen by 41 per cent since 1961. In 1966 we took 32 per cent of her total exports, 60 per cent of her grapefruit and apples and 70 per cent of her still wine.

Realization of this interdependence has recently been illustrated by the visit of an active and public spirited 'goodwill mission' to this country sponsored by the Johannesburg Chamber of Commerce. This mission visited Birmingham, Manchester, Liverpool, Newcastle-upon Tyne, Glasgow and Southampton. In London they were seen by the President of the Board of Trade, the Lord Mayor of London, the Assistant Secretary-General of the Trades Union Congress, Sir Alec Douglas-Home and many prominent industrialists.

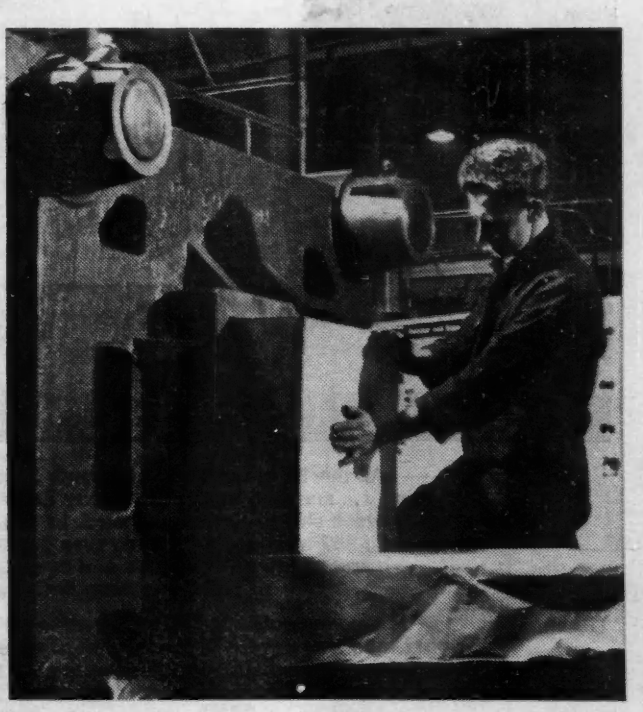
Future trends

(a) Exporting know-how

As mentioned above, South Africa is keen to develop her manufacturing industry and its exports. With this in mind a gradually widening range of manufactures has been given increased tariff protection to help them on their way. This has made it difficult for some United Kingdom exporters to maintain their trade. Many of them have tried to overcome their problems by setting up manufacturing subsidiaries in South Africa. This is welcomed in South Africa, particularly if South African interests are given access to part of the share capital. In this connection the history of Samuel Osborn (South Africa) Ltd. makes interesting reading.

In 1919 Samuel Osborn & Co. formed a subsidiary in South Africa to sell the products of their factories in Sheffield, and in

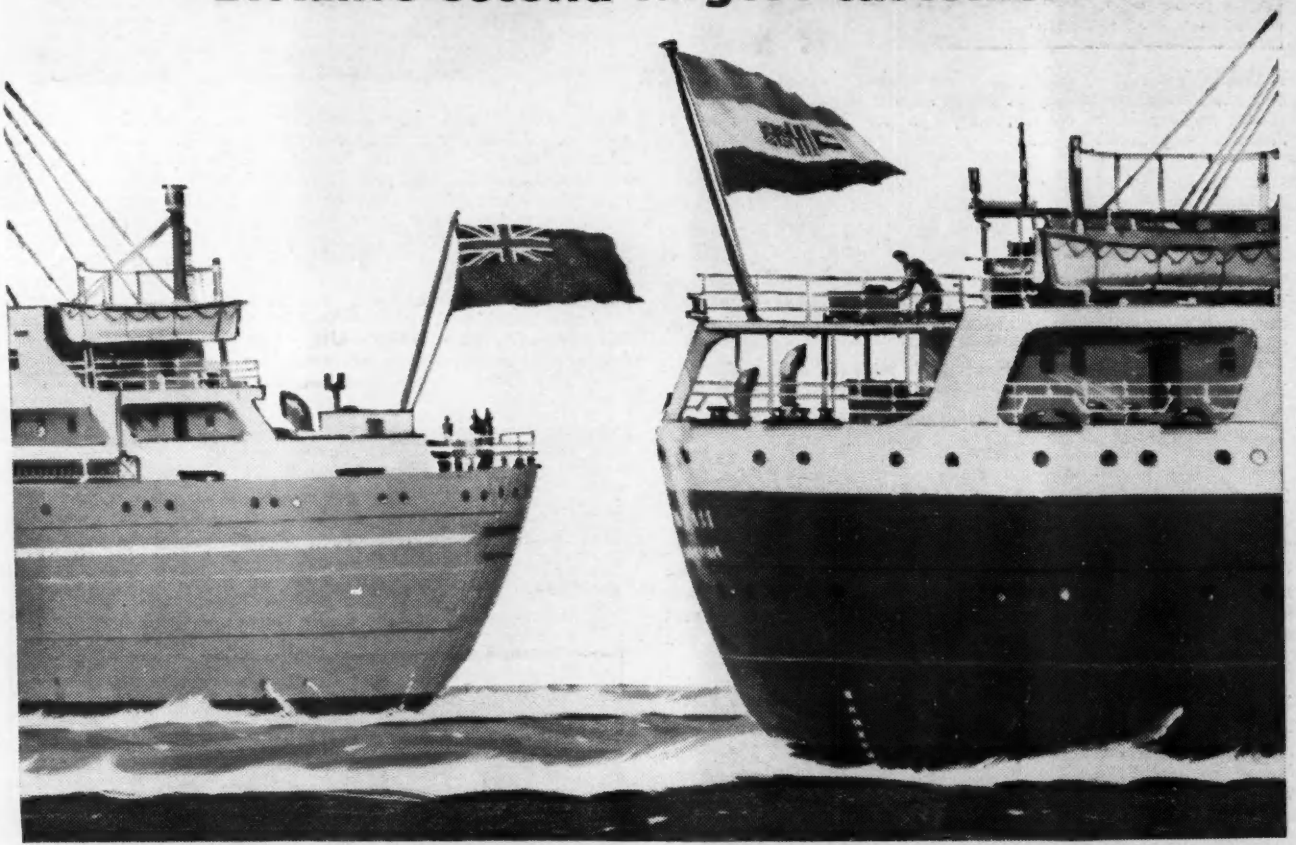
(*Continued on page 531*)



A giant 835 tons wood pulp press delivering a pressed bale during tests in the Derby Works of Fletcher and Stewart Ltd. The press has been built for the South African Industrial Cellulose Corporation (Pty) Ltd., Umkomaas, near Durban, a subsidiary of Courtaulds Ltd. Costing £70,000 it weighs 60 tons, is 30 feet high and 33 feet long and produces up to 30 bales per hour each weighing 5 cwts. and compressed to a density of 60 lbs./cu. ft.

SOUTH AFRICA

Britain's second largest customer*



*(Not including re-exports

All the 19 million people in South Africa are enjoying a rapidly rising standard of living . . . and they would like to buy British. They represent a big, vital market for British goods which should not be neglected. In 1967 South Africa bought British goods to the value of £257 million. At the same time Britain's imports of South African sunshine foods and wines, raw materials and manufactured goods totalled £220 million—and more and more British people want these products.

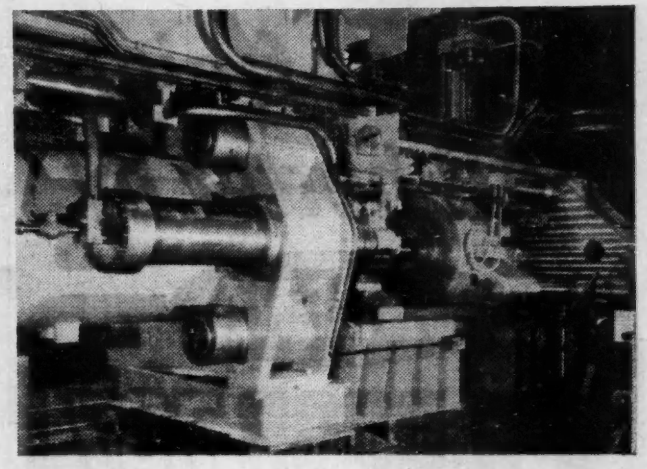
A two-way market like this adds up to one great, dynamic partnership . . . important to everyone in Britain, everyone in South Africa . . . now and for the future. What a wonderful friendship on which to build the future of these two countries.

SOUTH AFRICA

Britain's natural trading partner

Issued by: The Minister (Commercial), South African Embassy, Trafalgar Square, London, W.C.2.

An English Electric System 4-50 computer was moved into the South Africa Bureau of Statistics in Pretoria during March after several weeks of trials and programme testing by English Electric Computers' marketing company in Johannesburg. Photograph shows part of the System 4-50 installation in Johannesburg. Additional discs, tapes and a further line printer were added to the configuration in Pretoria.



A 3,750-ton aluminium extrusion press at the Rochdale works of David Bridge & Co. Ltd. Weighing 250 tons, and operating at a pressure of 3,000 lb./sq. in., it is for the largest aluminium extrusion press installed in South Africa.

SOUTH AFRICA – EXPANSION AND EVOLUTION, *continued*

those days one of the major products exported were castings for crushing machinery for the mines. Subsequently, when the South African foundry industry became able to manufacture these spares locally, Samuel Osborn (South Africa) developed the business of selling crushing machinery as an agent for companies in the United Kingdom and the United States of America. Their involvement in the mining industry led to a widening of the range of products sold and further involvement in general contracting and engineering over a wide field. The business grew with the South African economy and Samuel Osborn (South Africa) became agents for the leading international manufacturers in the mining, industrial and civil engineering fields, which called for large warehousing facilities for machinery and electrical components as well as the products of the parent company. Manufacturing was started in 1954, when the parent company opened a tool works in Pietermaritzburg, to produce engineers' small tools and twist drills in South Africa. This company subsequently became a subsidiary of Samuel Osborn (South Africa), thus one of its manufacturing units, along with a machine shop and assembly shop in Johannesburg, set up to produce a wide range of crushing and ancillary machinery for the mining and road building industries. The market for these products has been further exploited by association of Samuel Osborn (South Africa) with its counterparts in other Southern African countries, which were brought about as extensions of the South African operations.

The growth of this business since 1919 was such that the parent company felt that it was only right that the activities there should be identified with the country where they were taking place and the South African public should be asked to share in the fortunes of what effectively is a South Africa company. For this reason, therefore, the parent company offered 550,000 shares to South African investors in May this year and subsequently obtained a listing on the Johannesburg Stock Exchange. The success of this placing was most gratifying to the parent company and a tremendous morale booster to the directorship and management of Samuel Osborn (South Africa).

Yet another example is afforded by the Anchor Chemical Company Ltd. of Manchester which has been selling to South Africa for many years, but as their main interests lie in the supply of speciality chemicals to the rubber and plastics industries, it is only in recent years that the market potential has assumed interesting proportions.

Until recently their marketing operation has been in the hands of local agents whose work has been supported by visits from their own chemists and technologists. On this basis they claim to have been reaonably successful with certain product groups and for several years South Africa has been one of their top export markets.

However, it has now become apparent that further substantial progress necessitates closer identification with the market. In particular it is essential to locate technical personnel in the Republic. Their expertise will fulfil the function of technical marketing as well as meeting the accepted need for service requirements associated with the use of any speciality product.

The rapid expansion of the South African economy has included the industries served by the company to the present juncture, when

(Continued on next page)

Export opportunities in South Africa

BELOW IS a list of current export opportunities reprinted from the Board of Trade's *Export Service Bulletin*.

ESB Ref. No.	Commodity	Bulletin No.	Date
18342/68	Dress and household fabrics	86	May 1
18404	Construction and mining machinery	88	May 3
19381	Earthenware, porcelain	91	May 8
16058	Air pressure, vacuum and hydraulic brake equipment	91	May 8
19633	Pumps	92	May 9
19483	Pleasure craft fittings and equipment	93	May 10
16104	Corrugated iron manufacturing plant	93	May 10
21097	Iron sheeting plant	98	May 17
17807	Car upholstery leathers	99	May 20
20642	Foodstuffs	99	May 20
17519	Fancy goods; toiletries	108	May 31
23121	Canned food; confectionery; diabetic foods; frozen foods; health foods	110	June 5
23081	Cotton and worsted gaberdine for rainwear	110	June 5
23504	Static inverters	113	June 10
23894	Compressors	115	June 12
24207	Hand tools civets; riveting tools	117	June 14
24269	Public address system	119	June 17
24419	Carpet printing machinery	120	June 18
24272	Sports goods	121	June 19
25452	Fancy goods; stationery; toys	126	June 26
25815	Industrial air-conditioning equipment; television equipment; telecommunication equipment	127	June 27
25879	Electrical fittings; pneumatic control equipment, components; pressure gauges; thermometers	129	July 1
23173	Sports equipment	131	July 3
26617	Women's coats and dresses	132	July 4
26359	Knitwear; women's suits	133	July 5
27260	Chilled iron; chilled steel shot and grit	135	July 9

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the requirements of the market are such that local manufacture of many speciality items becomes commercially viable.

The company has yet to determine the precise nature of its operation in South Africa, but as a first step it is locating a technically trained manager in Johannesburg with effect from next month. Once its local marketing organization has been properly established it will start to formulate plans for manufacture in the Republic.

The Border Industries

Another possible outlet for industrial adventure is afforded by the 'Border Industry' policy. The South African government encourages companies, by means of various incentives, to set up factories in areas contiguous to the planned Bantustans and the Industrial Development Corporation will assist initially in the provision of capital. Cyril Lord established a textile company in the East London area on this basis.

Sophistication – South African capital and British 'know-how'

More and more of the goods Britain used to export are being made locally and the future demand may well be for British 'know-how' and sophisticated goods, for example hospital and school equipment and equipment required for desalination and containerization.

Besides employing British 'know-how' in associated companies in the Republic, there may in the future be some possibility of joining British 'know-how' and management techniques with South African capital for use in third countries such as South America. This would be to the benefit of all concerned. This idea was mooted by the Director-General of the Confederation of British Industry who visited South Africa in April of this year. He was able to assure industralists that there would be no obstacle put in the way of such arrangements by either the British or South African governments.

(b) Exporting goods

Even though more and more of the goods Britain used to export are now made locally, there remain vast opportunities as South African import demand veers towards the more sophisticated types of goods – electronic equipment, desalination plant, equipment for containerization, hospital equipment and so on. The Southern Africa Committee of BNEC has been studying this trend and is planning symposiums and missions against this background.

Meanwhile, spurred on by the opportunities provided by devaluation, British businessmen have been visiting South Africa in increasing numbers. It is estimated that during the first half of this year there were almost twice as many of these visitors than there were in the corresponding period of last year. It is impossible to overstress the need to visit export markets: and visits to traditional markets like South Africa are just as necessary as to newer ones.

Summary

To summarize: United Kingdom-South African trade continues to flourish despite political problems and in 1967 South Africa was our second largest customer for exports. Our exports increase but not in proportion to the rate of expansion of the market. We have active and aggressive trade rivals there and the pattern of requirements is fast changing as the Republic becomes ever more self-reliant. Continuous study of the market, including all sections of the population, flexibility of outlook and persistent determination to provide good quality and reliable service are all essential if we are to maintain, let alone to increase, our share in a market in which we no longer hold any special position. We have long and well established contacts there, but must make quite certain that these do not induce complacency. Furthermore, the purchasing power of all sections of the South African population is increasing. Industrialists should not forget that the non-white market is currently estimated in South Africa at some R1,500 million per year and that the African is a 'choosy' purchaser who demands quality goods.

Evidence submitted to Estimates Committee on promotion of exports

A SUMMARY of recommendations from the Estimates Committee's report on the promotion of exports was given in last week's issue of the *Board of Trade Journal* (page 456). A White Paper embodying the Government's views on the report is being prepared and may be the subject of a debate in Parliament later this year.

Following are lists of the memoranda and appendices to the report showing the Ministries, organizations and companies which gave evidence to the committee.

List of memoranda included in the minutes of evidence:

1. Export Promotion
   Memorandum submitted by the Board of Trade
2. The Commercial Work of the Diplomatic Service
   Memorandum submitted by the Diplomatic Service Administration Office
3. Official Export Promotion Services, and work of BNEC
   Memorandum submitted by the British National Export Council
4. *Memorandum submitted by the Association of British Chambers of Commerce*
5. *Memorandum submitted by the Confederation of British Industry*
6. Marketing, and Official Machinery for Promoting Exports
   Memorandum submitted by Institute of Practitioners in Advertising
7. Export Work of BOT Regional Office
   Memorandum submitted by Board of Trade, Midland Regional Office
8. Government Services to Exporters
   Memorandum submitted by Birmingham Chamber of Commerce and Industry
9. *Memorandum submitted by British Export Houses Association*
10. Export Promotion
    Supplementary Memorandum submitted by the Board of Trade
11. Export Promotion
    Memorandum submitted by Hoover Limited (Export)
12. Feasibility Fund, and Employment of Consultants
    Memorandum submitted by British Consultants Bureau
13. The Export Promotion Services of COI
    Memorandum submitted by the Central Office of Information

List of appendices to the minutes of evidence:

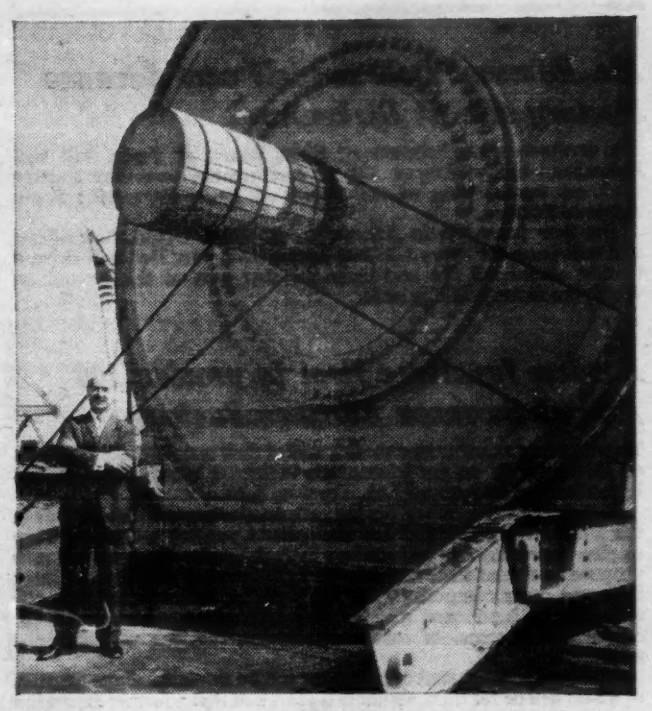
1. Export Credits Guarantee Department
2. HM Customs and Excise
3. Export Advertising and Publicity (Note by Board of Trade)
4. Secondments of Board of Trade staff to Diplomatic Service
5. BNEC scheme for Financial Assistance to Non-Government Agencies
6. Incentives for invisible earnings (Note by British Export Houses Association)
7. Evidence from Imperial Chemical Industries
8. Evidence from British Footwear Manufacturers Association
9. Evidence from Machine Tool Trades Association
10. British Weeks and Trade Fairs (Note by Hoover Ltd.)
11. Proposed National Exhibition Centre (Note by Birmingham Chamber of Commerce and Industry)
12. International Trading Rules (Note by Board of Trade)
13. Overseas Marketing Corporation
14. Promotion of exports of defence equipment (Memorandum by Ministry of Technology and Ministry of Defence)
15. Promotion of civil exports (Memorandum by Ministry of Technology)
16. Overseas Marketing Corporation (Note by Sir Charles Denman)
17. Board of Trade attitude to BNEC scheme for financial assistance to non-Governmental agencies
18. The practice of certain foreign countries in levying charges for commercial services provided for exporters (Note by Diplomatic Service Administration Office)
19. The history of the National Exhibition Centre Project (Note by Board of Trade)

The report, entitled The Sixth Report from the Estimates Committee, Session 1967-8, Promotion of Exports, House of Commons Paper No. 365, is available from HMSO and branches, price £2 6s. net.

New deputy chairmen for PIB

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, is to appoint Lord Peddie and Mr. R. Turvey to be deputy chairmen of the National Board for Prices and Incomes. Both are already full-time members of the Board; their apointments as deputy chairmen will date from September 1.

The salary for deputy chairmen is £9,500.



A 150-ton drying cylinder used in papermaking, manufactured by the Walmsley (Bury) Ltd. group for the Port Huron Paper Co. of Port Huron, Michigan, was recently unloaded in Cleveland, the only port on the Great Lakes or United States eastern seaboard possessing a crane of adequate lifting capacity. Mr. J. E. T. Thorne HM Consul (Commercial) in Cleveland, is seen beside the cylinder, the cradle of which has been welded to a barge on which the equipment is to be towed to Port Huron. Shipment was made on the s.s. 'Raithlin Head' of Head Lines direct from Liverpool to Cleveland via the St. Lawrence Seaway. The cylinder, valued at $300,000, is the heaviest and most expensive single item ever handled at the port of Cleveland.

Director of Statistics, Board of Trade

THE POST OF Director of Statistics in the Board of Trade has been up-graded to Deputy Secretary level. The President of the Board of Trade, with the approval of the Prime Minister, has appointed Mr. J. Stafford, CB, Director of Statistics, Board of Trade, to be the first holder of the new post.

Note:

Mr. Stafford was born in 1909, and has been Director of Statistics, Board of Trade since 1948. Educated Baines' Grammar School, Manchester University. Assistant Lecturer in Economics, Manchester University 1930; Lecturer in Economics, Manchester University, 1934. Rockefeller Fellow, 1938. Statistician, Central Statistical Office, 1941; Acting Director, 1946. Publications: Essays on Monetary Management 1933. Articles and papers in Journal of Royal Statistical Society.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Consolidated Gold Fields Ltd., and Amalgamated Roadstone Corporation Ltd.
(2) Slater Walker Securities Ltd., and T. W. W. Ltd.
(3) Peglers (Holdings) Ltd., and Hattersley Holdings Ltd.

Mr. Edmund Dell to visit new Advance Factory site at Birkenhead

MR. EDMUND DELL, Minister of State, Board of Trade, will visit Birkenhead today (August 23), to perform the ceremony starting work on the building of the Board of Trade Merseyside South Advance Factory.

The new factory is in Arrowe Brook Road, Upton, Birkenhead, and will have an area of 25,000 square feet. Mr. Dell will drive a tractor across the site and clear the first part of the ground on which the factory will be built.

London furniture firm to provide 100 jobs at Swansea Advance Factory

THE BOARD OF TRADE announce that one of their two Advance Factories of 25,000 sq. ft. on the Fforestfach Industrial Estate, Swansea, has been allocated to Paniquil Ltd., London, E.14.

Paniquil Ltd. are one of the largest manufacturers of headboards in the United Kingdom and are also plastic welding specialists. They employ approximately 100 workers in their London premises and now propose to extend their activities to include the manufacture of bunk beds and other components for the furniture industry and generally extend their headboard division. Swansea offers greater scope for expansion, in terms of easier recruitment, together with financial assistance.

It is anticipated that about 100 jobs will be available, three-quarters of which will be for men, within two years and that a further expansion of the labour force will occur as the factory becomes firmly established and additional production is undertaken.

Notes

The factory is one of 41 advance factories which have been authorized for Wales since speculative factory building re-commenced in November 1964. Twenty-five of these factories have been completed or construction is approaching completion; eight are at earlier stages of construction and eight are still in the preliminary planning stage. Including the Fforestfach factory 20 factories have been let.

Scottish factory for Doig Spring Co.

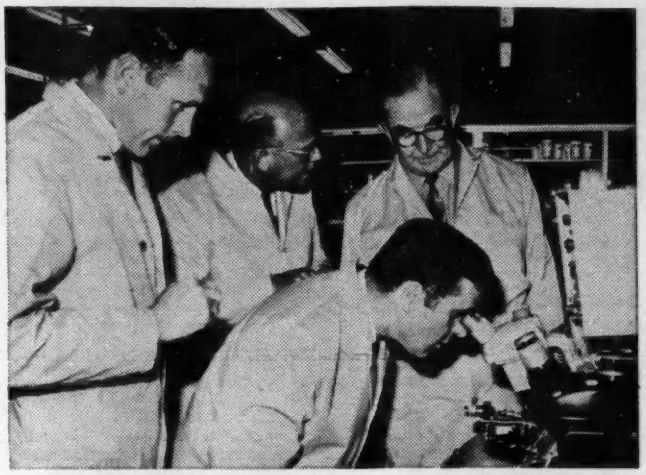
SCOTTISH INDUSTRIAL ESTATES Corporation announced on August 12 that the Board of Trade had approved the allocation of a 8,200 sq. ft. factory at Fraserburgh to the Doig Spring and Engineering Company Ltd. The company hope to take occupation of the factory almost immediately and, when production builds up, employment should be provided for approximately 80, mainly men.

The Doig Spring and Engineering Company, whose customers are representative of practically every industry in the country, manufactures practically all types of springs, both coil and flat. A wide range of materials are used, including carbon and alloy steels, stainless (various types), non-ferrous alloys (including bronze and beryllium copper) and a comprehensive range of nickel alloys. Based in Maidenhead, the parent company was formed in 1952 and is controlled entirely by Scottish directors.

Expansion by Welsh electronic firm will provide 150 jobs

A. B. ELECTRONIC COMPONENTS LTD. whose main works and offices are at Abercynon and who already occupy a Board of Trade factory at Dinas, Rhondda, are to take over the lease of a further Board of Trade factory in the Rhondda Valley. This building of approximately 25,000 sq. ft. at Porth is at present occupied by Rollo-Hardy & Co. Ltd., a subsidiary of the Tube Investment Group, who plan to concentrate their production at Blaenrhonnda where they have other premises. A. B. Electronic Components Ltd. intend to use the additional space to accommodate their Wolsey television aerial and vision network systems division, which is at present at their Dinas factory. This will facilitate the expansion of their micro-electronic division which is also housed at Dinas.

A. B. Electronic Components Ltd., who already employ almost 3,000 people at Abercynon and Dinas, anticipate that this additional factory space will enable them to increase their labour force in the Rhondda Valley by 150 people in the immediate future. The company was presented in June with the Queen's Award for Industry.



Dr. J. Dickson Mabon, Minister of State for Scotland, sees through a powerful microscope one of the stages in producing micro-circuit elements at SGS-Fairchild's factory at Falkirk, on August 6. Afterwards the Minister announced that the company were doubling during this month and next the number of operatives – boosting the payroll by 500. Also seen in the picture (left to right) are Mr. I. McLaren, production manager, Mr. Laurence A. K. Curry, general manager and Mr. Arthur Woodburn.

Annual report on Import Duties Act, 1958

AS REQUIRED by Section 4 of the Import Duties Act 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1968.

This report, which is the ninth to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

Copies of the report (H. of C. 363) published on August 15, can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 6d. or 2s. 9d. by post).

Notice to importers: imports of hops

THE BOARD OF TRADE have issued on August 23 Notice to Importers No. 1226, Imports of Hops for the period September 1, 1968, to August 31, 1969.

The Board of Trade announce that, as provided under Article 2(1) of Hops (Import Regulation) Order, 1961, and after consultation with the Permanent Joint Hops Committee, the normal quota for imports of hops in the 12 months commencing September 1, 1968, will be 16,240 centals (14,500 cwts.). The order does not restrict imports of hops which are grown in and consigned from the Commonwealth or the Republic of Ireland.

The allocation of the quota will be based on brewers' import requirements as notified by them to the Permanent Joint Hops Committee. The committee will inform each brewer of his agreed allocation and authorize his nominated importing merchant to submit

his applications direct to the Board of Trade up to the total of his nominations.

Licences will be made valid for imports from September 1, 1968, to August 31, 1969. Should the English crop be insufficient to meet brewers' requirements of English type hops, supplementary licences may be granted.

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE announce that they are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the beginning of January 1, 1969. These exemptions were granted by the Import Duties (Temporary Exemptions) Orders specified below:

Order	*Statutory Instrument*
No. 9	1967 No. 1847
No. 1	1968 No. 252
No. 2	1968 No. 641
No. 3	1968 No. 978

and any subsequent orders to be made in 1968.

A list of the goods temporarily exempt from import duty also appears on pages 406 to 429A of HM Customs and Excise Tariff. Copies of the Statutory Instruments or the tariff can be obtained from HMSO or through any bookseller.

Except as described below, the Board propose to recommend that these temporary exemptions should be continued for a further period of 12 months, that is until the beginning of January 1, 1970, or such other shorter period as may be warranted. The Board will not recommend continuance, or continuance for the whole year, if:

(i) requests are received from United Kingdom manufacturers or from United Kingdom agents of Commonwealth producers, seeking reimposition of the import duty because they will be in a position to meet a substantial proportion of the United Kingdom demand before January 1, 1970, or

(ii) the persons who applied for exemptions notify the Board that they do not wish the exemptions to be continued.

Requests for the termination of temporary exemptions should reach the Tariff Division of the Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2515 (chemicals) or 3576 (non-chemicals)), not later than September 27, 1968. United Kingdom manufacturers or agents of Commonwealth producers are asked to state whether their names may be passed to the applicants for temporary exemption.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 6.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29·34	1 - Hydroxyethylidenediphosphonic acid	Dequest 2010-Hydroxyethylidenediphosphonic acid 60% active agneous solution	December 31, 1968	13193
29·39	Triamcinolone	as in previous column	December 31, 1968	13197

New address for Official Receiver, Cardiff

THE OFFICIAL RECEIVER for Bankruptcy in Cardiff has moved from County Court Buildings, Westgate Street, Cardiff, CF1 INJ, to 9th Floor, 24-26 Newport Road, Cardiff, CF2 ISH (Tel. 022 2 30575).

Purchase tax on false eyelashes and fingernails

HM CUSTOMS and Excise announce that with effect from September 3, 1968, artificial eyelashes and artificial fingernails will be treated as chargeable with purchase tax at the rate of 50 per cent. After consultation with the Toilet Preparations Federation Ltd., the Commissioners of Customs and Excise have decided that these articles are properly taxable at that rate as toilet requisites under Group 31 of the Purchase Tax Schedule.

Customs and Excise Notice No. 78, on page 86 of which the articles are shown as not chargeable, will be amended in due course.

Purchase tax on temporarily imported printed forms

THE COMMISSIONERS of Customs and Excise have made Regulations, under Section 40 of the Customs and Excise Act 1952, entitled 'The Temporary Importation (Printed Forms) Regulations 1968'. These Regulations give statutory effect, as from August 19, 1968, to an existing concession which allows the importation without payment of purchase tax of printed forms which are temporarily imported for completion and return abroad. Relief from tax is limited to printed forms which are owned abroad, are supplied free of charge to the importer solely for the purpose of recording information required by the owner, and are intended to be re-exported.

Production of goods to Customs at shipment

AS A FURTHER STEP to speed the flow of goods through ports, on and after September 3, 1968, the Commissioners of Customs and Excise will no longer require the special labelling or production to the Officer at the ship's side of goods exported on relief from duty, etc., under any of the facilities listed below *provided the goods have been made available for official examination at the traders' premises or at the bonded warehouse:*

(a) Hydrocarbon Oil Drawback;
(b) Import Duties Act Drawback (including Hops Drawback);
(c) Rebated Tinctures Drawback;
(d) Relief under the Process Regulations 1958 (goods temporarily imported for process or repair);
(e) Relief under Section 7 of the Import Duties Act 1958 (importations of goods intended for export);
(f) Relief (prospective) under Sections 35 or 36 of the Customs and Excise Act 1952 (goods temporarily exported);
(g) Relief (prospective) under Section 8 of the Import Duties Act 1958 (goods temporarily exported for process or repair);
(h) Repayment of Sugar Surcharge;
(i) Repayment of the Temporary Charge on Imports;
(j) Removal from open warehouse for exportation;

The Commissioners do, however, reserve their right to require production in any particular case.

The relaxation does not affect the documentation and pre-entry of the goods, and it does not apply to goods exported on reliefs other than those listed.

As a result of the relaxation, the special arrangements for similar goods exported in containers, first announced in February 1965 and subsequently extended, are no longer necessary. Shipment of containers will be facilitated, however, if container operators continue to make available to the Shipping Officer a list of the goods in each container; shipping bills (where required) should continue to be endorsed 'Goods packed into container No. .....', and drawback and other goods under Revenue or Export Licensing control should be packed in an accessible position in the container.

Note:

The special arrangements referred to in the last paragraph above, under which only a small proportion of containers was required to be opened for production of goods exported under revenue control, were limited to:

(a) 'approved container operators' who gave an undertaking to comply with certain conditions; and

(b) other container operators who were unable to give such an undertaking but nevertheless observed a special procedure.

CBI investment mission to SE Asia

EIGHT BRITISH industrialists, led by Mr. R. H. Grierson, vice-chairman of GEC Ltd., are currently touring Malaysia and Singapore, taking a close look at the industrial and business investment position with a view to involving British know-how and capital where viable opportunities exist.

Organized by the Confederation of British Industries, the mission's main objective is to find ways and means by which British industry can take maximum advantage of the Government's decision to institute a special aid programme amounting to £50 million for Singapore and £25 million for Malaysia as a result of the decision to run down British military bases in both countries.

It is hoped that, apart from any practical steps which may be taken during the visit itself, the mission's report to British industry on its return will do much to stimulate investment interest in the countries concerned.

The mission will also examine the various military establishments which will be relinquished by the British Services with a view to the possibilities of their being put to industrial purpose.

The mission is going at the express invitation of Prime Ministers Mr. Lee Kuan Yew and Tunku Abdul Rahman Putra.

Second British aerospace mission to visit the United States

SO SUCCESSFUL was the first British mission to United States aerospace companies last March that a second mission is going to the United States in December – this time to Texas. Announcing this on August 14, the British National Export Council at the same time published the report of the 16 United Kingdom firms whose representatives visited 37 American companies on the West Coast in March. Since the March visit, several of the firms have made follow-up trips; four companies are considering appointing agents; three are making marketing arrangements with United States organizations, and another is buying an interest in a United States company.

The second BNEC mission, which will be visiting the United States in the first two weeks of December, will meet executives of United States avionics, aerospace and electronics firms in Texas. Both missions have been organized by the United States Procurement Committee, set up by the United States Committee of BNEC to seek business from major American corporations.

Copies of the report may be obtained free from BNEC Publications Department, 6-14 Dean Farrar Street, London, S.W.1.

National Giro to open on October 18

MR. JOHN GRADY, director of Giro and Remittance Services at the Post Office, announced on August 15 that the new National Giro service will open for business on Friday, October 18. The announcement was made from the new National Giro Centre now being completed at Bootle, Lancashire.

The National Giro will offer a current-account banking service to anyone over the age of 16 resident in the United Kingdom, the Isle of Man or the Channel Islands. It will also offer to all firms and business organizations new streamlined ways of receiving and making payments by using Post Office counter and postal services and internationally by using international Giro services. Any citizen is likely to find himself paying into a Giro account instead of using postal orders, money orders or cash and he will find it easy and cheap to use.

Mr, Grady said that the Prime Minister hoped to be able to perform the opening ceremony on October 18. 'It is remarkable,' he said, 'to look back and realize that it is almost exactly three years ago to the day that the Government's decision to institute a Giro system in this country was announced. In these past three years the National Giro Centre has been designed, built and equipped, the system has been defined, specified and programmed and about 2,000 staff have been recruited and trained.'

Leaflets describing the service and application forms to join are now available in post offices and a big advertising campaign is being launched to bring the service to the notice of the general public. 'I hope,' said Mr. Grady, 'that the public will take the opportunity of sending their applications to us soon to avoid any possibility of having to wait before they can use their accounts after opening day.'

Mr. Nikolai V. Vasiljev (third from left), president of the Trade Delegation of the USSR in the United Kingdom, and Mr. A. E. W. Hibbitt (fourth from left), managing director of Muirhead & Co. Limited, with members of the delegation who recently visited Muirhead's Beckenham plant. Other Muirhead personnel in the picture are R. R. Wood (extreme left) joint deputy managing director, F. Keska (third from right) and P. E. Gough (second from right).

Canadian water pollution study team to visit Britain

THE BRITISH National Export Council is bringing to the United Kingdom from October 22 to November 7 twelve leading Canadian effluent specialists and water consultants to visit British firms whose leadership in water pollution treatment is recognized in North America.

The BNEC say that Canada's projected spending on water treatment plants will reach $500 million a year by 1973 and $615 million by 1980. Ten per cent of these yearly totals represents the potential market for British know-how and equipment, according to Canadian experts R. Symington of Simon-Carves (Canada) Ltd. and A.S. Doran.

Although Canada has one-third of the world's available water snpply, pollution is increasing fast, especially in the area of the Great Lakes where the situation has become a joint American-Canadian problem. Last May a team of United States water engineers came here to study British techniques and equipment.

BNEC recommends that firms entering the Canadian water pollution market should have a Canadian company, preferably established in the Municipal field, as either agent or licensee.

Engineering sales team to visit Canada's mid-west

A FOURTEEN MAN British mission, sponsored by the British National Export Council is to visit Canada's Prairie Provinces, from September 3 to 17, in a bid to sell sophisticated engineering equipment.

The mission will be led by Mr. Peter Dalgliesh, managing director of a Newcastle shipping line which has helped to open up Canada's most northerly port in Hudson Bay to traffic during ice-free months. The group includes consultants and represents the fields of mining, water pollution, civil engineering, telecommunications and electronics, container services, structural steel and architecture.

In Manitoba, the team will be offering mining machinery and equipment for the nickel, copper and gold mines, galvanized towers for electricity transmission and fabricated steelwork of all types. A similar drive will be made in the potash fields of Saskatchewan.

The mission's visit to Regina, Sask., will coincide with a British Shopping Week, September 5 to 14, and a British Industrial Fair. Among the 24 United Kingdom firms taking part in the Fair (under Board of Trade joint venture terms) will be Hawker Siddeley, Vickers, Dunlop, Copperad, International Computers and Hilger and Watts.

THE QUEEN'S AWARD TO INDUSTRY 1969

The closing date for receipt of applications is the 31st October, 1968. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000

Aviation and Shipping

Accident to British Eagle Viscount G-AFTN

THE BOARD OF TRADE issued the following statement on August 16:

'The flight recorder removed from the British Eagle Viscount which crashed at Ingoldstadt on August 9 was brought to this country by a member of the German investigating team on August 12 for expert examination. The recorder is one which used many miles of very thin wire as the recording medium. When the aircraft crashed, the flight recorder was struck very hard by a piece of heavy aircraft structure which cut into the wire which was wound on the take-up spool. This resulted in the wire being divided into several thousand lengths of about one foot each. Since the recorder had been in use for about 100 hours' flying time before the accident took place, there are now thousands of unidentified pieces of recorded information, some of which relate to the flight on which the accident took place and others to previous flights. The work of replaying each piece of wire is proceeding at laboratories of the recorder manufacturers with the participation of British and German aircraft accident investigating personnel, but because of the damage sustained in the crash, the work is likely to take many weeks, and it is not possible at this stage to indicate what degree of assistance the flight recording might be to the investigators.'

A delegation from Thailand's Ministry of Communications, headed by Dr. Sirilak Chandrangsu, the Under Secretary of State at the Ministry, were entertained to an informal lunch recently on board the 'Glenalmond' by Mr. C. M. O'Connor, a director of Glen Line Ltd., and Mr. R. H. Hobhouse, a director of Blue Funnel Line Ltd., whose companies provide cargo liner services to Thailand. Representatives of the Board of Trade, the Central Office of Information, and the Port of London Authority also attended. Seen in the picture viewing the engine control room of the 'Glenalmond', one of Glen Line's new 21-knot cargo liners, are (left to right): Mr. H. Cassidy, superintendent engineer, Ocean Fleets Ltd.; Dr. I. Russell, of the Board of Trade; Dr. Sirilak Chandrangsu; Mr. C. M. O'Connor; and Dr. Pradit Chandaawatana, inspector at the Ministry of Communications (Thailand).

Board of Trade allow split-charter facilities

THE BOARD OF TRADE have accepted the recommendation of the Appeal Commissioner to reject the appeal by BOAC against facilities (known as split-charter facilities) in licences granted by the Air Transport Licensing Board to Caledonian Airways (Prestwick) Ltd., Transglobe Airways Ltd., Lloyd International Airways Ltd., British United Airways (Services) Ltd., and British Eagle Aviation Ltd. These facilities permitted the carriage of two affinity groups on the same flight or the carriage of cargo for up to four consignors on the same flight.

The Commissioner appointed to hear BOAC's appeal was Sir Ralph Hone, KCMG, KBE, MC, TD. Copies of the commissioner's report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, Branch CA1 (2)A, Shell Mex House, Strand, London, W.C.2.

Stockport aircraft accident report

THE REPORT of the Public Inquiry into the accident to British Midland Airways' Canadair C-4 aircraft G-ALHG at Stockport on June 4, 1967, was published on August 22.

Copies of the report are available as Civil Aviation Publication 302 from HMSO, 49 High Holborn, London, W.C.1, and branches, price 8s. 6d., or by post 9s. from HMSO, PO Box 569, London, S.E.1.

Board of Trade Marine Survey Office Plymouth change of address

AS FROM August 22 the address of the Board of Trade Marine Survey Office, Plymouth, is as follows: First Floor, Prudential Buildings, Armada Way, Plymouth. The telephone number remains unchanged.

Commission on the Third London Airport: call for evidence

IN JULY the Commission on the Third London Airport called for positive proposals in respect of specific sites. This is a reminder that site suggestions should be submitted by September 16 followed by detailed proposals in favour of specific sites by October 31. For ease of reference the Commission's advice on how evidence should be submitted is reproduced below:

'During the first stage of the inquiry, the Commission will consider in a broad way the whole range of alternative sites, eliminate those which are clearly unsuitable and identify the small number which require more detailed consideration. The second stage will consist of the hearing of evidence of a local character concerning the short-listed sites. The third stage will consist of investigation and research into matters relevant to the choice to be made between the short-listed sites. The material produced during this stage would be considered by the Commission in the fourth stage. The fifth and final stage allows for interested parties to test the material produced during the early stages.

'The Commission is now ready to receive evidence relevant to the first stage of its task. It asks that evidence should be submitted in writing in 12 copies addressed to the Secretary, Mr. J. Caines, Templar House, 81-87 High Holborn, London, W.C.1 (Tel. 01-242 0161). The Commission will decide whether to invite any oral evidence during Stage I to elucidate the matters it is considering when it has studied the documents submitted to it. At this stage there will be no right of representation before the Commission. There will be full scope for interested parties to be represented at subsequent stages of the Commission's work (i.e. Stage II and Stage V). Unless otherwise requested, the proceedings of the Commission when oral evidence is received will be public.

'As the Commission's first requirement is to draw up a list of suggested sites, it would ask that any proposals, limited to the name of the site and the precise location of it, showing proposed runway positions and alignments, should be submitted by September 16, 1968. Detailed proposals in favour of any specific site should be submitted not later than October 31, 1968. So that the Commission is able to evaluate such proposals on a systematic basis, it would ask that they be presented under some or all of the following principal headings: timing of the need, regional planning

considerations, employment benefits, cost of construction, provision of services and utilities, housing requirements, surface transport aspects (including any new towns), noise and nuisance considerations, amenity considerations, effect on defence installations, land use, air traffic control and other operational considerations, and effect on other airports.

'The Commission is also ready to receive any evidence of a general nature relevant to its task by September 16, 1968.

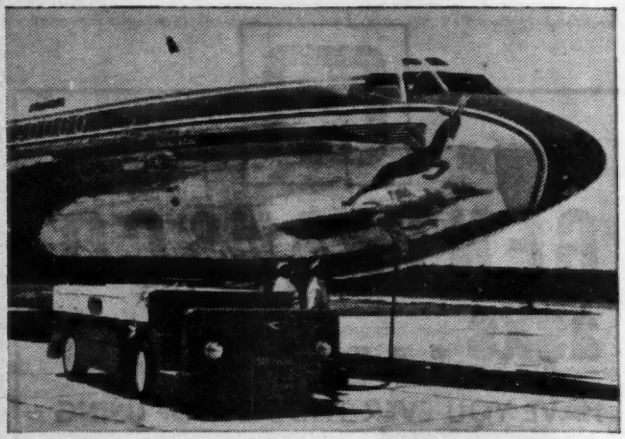
'The Commission appreciates that some of the evidence that will be put before it may be of a confidential nature, and, provided that this is clearly indicated when evidence is submitted, it will take this into account when preparing its report. However, it will reserve to itself a general right (to be exercised as it thinks fit) to publish any evidence, written or oral, that is made before it and to make it available to other interested parties; in the absence of any indication to the contrary it will assume that those making submissions recognize and accept this possibility.

'The Commission's Terms of Reference are:

'To inquire into the timing of the need for a four runway airport to cater for the growth of traffic at existing airports serving the London area, to consider the various alternative sites and to recommend which site should be selected.'

Trident Three contract signed by BEA

SIR ANTHONY MILWARD, chairman of BEA, signed on August 16, the biggest civil contract ever placed with a British aircraft manufacturer for 26 Hawker Siddeley Trident Three aircraft worth over £80 million with spares. BEA has also taken an option on a further 10.



A Houchin Model 265 ground power unit servicing a South African Airway's Boeing 707 at Jan Smuts Airport, Johnannesburg. South African Airways have ordered from Houchin Limited, of Ashford, Kent, 11 Perkins-powered mobile ground power units to provide ground servicing checks of radar, radio and other electrical equipment on aircraft at airports on their international routes. The order is worth more than £60,000.

Regulation of light hovercraft

UNDER SECTION 4(3) of the Hovercraft Act, 1968, when brought into force and except where otherwise provided, a hovercraft is not to be treated as being a ship, aircraft or motor vehicle for the purpose of any previous enactment.

Section 4(3) will not be brought into force until new Orders in Council have been made for regulating hovercraft, and until then hovercraft will continue to be controlled by means of Permits to Fly issued by the Board of Trade, under the Air Navigation Order, 1966, in consultation with the Air Registration Board.

In order to resolve the practical and administrative difficulties presented by the necessity to investigate the design, construction and performance of the rapidly increasing number of light hovercraft used for private, sporting and recreational purposes prior to the issue of Permits to Fly, a general Exemption from the majority of the Articles of the Air Navigation Order, 1966, has been issued as an interim measure. The exemption is in the following terms:

> The Board of Trade in exercise of their powers under Article 82 of the Air Navigation Order, 1966, as amended, hereby exempt all aircraft designed to be supported on a cushion of air (hereinafter called 'hovercraft'), their operators and crew, from the provisions of that Order and the regulations made thereunder, with the exception of the following Articles of that Order:
>
> Articles 35, 36, 38 to 44 inclusive, 73, 75, 79 and 82.
>
> This exemption is granted subject to the following conditions:
>
> 1. The hovercraft shall not be used for the purpose of public transport.
> 2. The number of persons on board any hovercraft shall not exceed two.
> 3. This exemption shall not apply to any hovercraft of which the weight with no persons, cargo or fuel on board exceeds 2,000 lb. or in which there are installed engines with a total power exceeding 80 brake horse power.
> 4. This exemption shall have effect until revoked.
>
> Sgd. William Rodgers, Minister of State, Board of Trade,
>
> July 30, 1968.

The Board of Trade wish to bring to the attention of light hovercraft constructors that these craft have potential hazards, principally associated with lift fans, propellers and other rotating machinery, in addition to the danger of lack of adequate control in operation and of insufficient buoyancy when operated over water. An acceptable standard of design and construction is therefore desirable, as is also a code of conduct for operation of the craft.

In this connection, the Hover Club of Great Britain has produced a set of safety requirements for the design and construction of light hovercraft, and also a code of safety requirements for the environments in which hovercraft are operated under the auspices of the club. These documents have been studied by both the Board of Trade and by the Air Registration Board, and are considered to provide for an adequate level of safety. The adoption of these practices is therefore strongly recommended.

The Air Registration Board wishes to be associated with this statement in so far as to offer advice and assistance to the Hover Club of Great Britain.

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following Patents were endorsed "Licences of Right" on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	July 26, 1968	
911,611	Standard Telephone and Cables Limited	Radio diversity receiving system.
971,019	Standard Telephone and Cables Limited	Wave guide gyromagnetic resonance isolator.
	July 29 1968	
901,462	Laboratory for Electronics, Inc.	Electronic timing circuit.
959,867	Standard Telephone and Cables Limited	Insert elements for incorporation in synthetic resin mouldings.
999,531	Laboratory for Electronics, Inc.	Traffic control apparatus.
999,622	Laboratory for Electronics, Inc.	Traffic control apparatus.
1,017,079	Laboratory for Electronics, Inc.	Traffic control system and apparatus.
	July 30, 1968	
838,016	Standard Telephones and Cables Ltd.	Electron discharge devices.
859,704	Standard Telephones and Cables Ltd.	Magnetic storage devices.
859,705	Standard Telephones and Cables Ltd.	Magnetic storage devices.
889,367	Standard Telephones and Cables Ltd.	Electromagnetic relays.
974,245	Standard Telephones and Cables Ltd.	Intelligence transmission apparatus.
1,004,501	Standard Telephones and Cables Ltd.	Circuit employing transductors for controlling the magnitude of an alternating current.
1,034,230	Chimie et Synthese de Picardie	Process of preparing benzo-γ-pyrones substituted at position 3.
	July 31, 1968	
1,108,541	The Fairey Company Limited	Improvements relating to lead screw mechanism.
1,108,542	The Fairey Company Limited	Improvements relative to lead screw mechanism.
	August 1, 1968	
944,118	Standard Telephone and Cables Ltd.	Radio equipment.
993,619	Reanal Finomvegyszergyar	Process for preparing 1, 2-diaminocyclohexane and its derivatives.
1,025,940	*Wigan*, Edmund Ramsay	Improvements relating to the measurement of electrical impendance.
1,041,414	Hardman & Holden Limited	Improvements relating to the manufacture of cyclamates.
1,042,649	Solvay and Cie.	Process for the polymerization of olefins.
1,099,080	Vereinigte Kesselwerke A.G.	Finned tube walls.
	August 2, 1968	
762,337	Kolster-Brandes Limited	Radio receivers.
805,239	Standard Telephones and Cables Ltd.	Radio receivers including tuning indicators.
825,191	Standard Telephones and Cables Ltd.	Electric phase equalizing networks.
881,933	Kolster-Brandes Limited	Magnetic deflection arrangements for cathode ray tubes.
890,841	Standard Telephones and Cables Ltd.	Semi-conductor-device.
906,459	Standard Telephones and Cables Ltd.	Arrangement for tuning of oscillators with the aid of line circuits and electrically controllable reactances preferably for television band IV.
980,600	Nihon Denshi Kabishiki Kaisha	Method and apparatus for machining articles using a beam of charged particles.
988,604	Dai-Ichi Yakuhin Sangyo Kabushiki Kaisha	Process for preparation of iodized lecithin.
1,022,308	Standard Telephones and Cables Ltd.	Crystal oscillator circuit.
1,045,441	Standard Telephones and Cables Ltd.	Electromagnetic relay having sealed magnetic contacts.
1,064,665	Regie Nationale des Usines Renault	Control cabins for travelling cranes.
1,073,174	Regie Nationale des Usines Renault	Sealing means for use between relatively movable parts of rotary-piston engines or other mechanisms.
1,078,826	Nihon Denshi Kabushiki Kaisha	The treatment of work-pieces with beams of charged particles.
	August 5, 1968	
753,184	Standard Telephones and Cables Ltd.	Methods of sealing capacitors.
816,963	Standard Telephones and Cables Ltd.	Capacitor assemblies.
867,009	Standard Telephones and Cables Ltd.	Data insertion equipment.
882,988	Standard Telephones and Cables Ltd.	Radio diversity receiving arrangements.
893,803	Standard Telephones and Cables Ltd.	Electric circuit devices.
1,035,537	Etablissements Demoly Freres and Cie	Quick-break microswitch.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office,
London.

GORDON GRANT,
Comptroller.

RSA industrial design bursaries

THE ROYAL SOCIETY OF ARTS has published particulars of the 1968 industrial design bursaries, to a total value of £11,515 now being offered by award by the society. The scheme is divided into three parts: a Lawley Bursary of £200 for an assistant teacher of industrial design; travel grants of £200 each for designers in the textile industry; and the student bursaries competition.

Inquiries regarding these bursaries should be addressed to the Assistant Secretary (Bursaries), Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2.

New Books

Productivity and Capital Expenditure in Retailing, by K. D. George in collaboration with P. V. Wills. University of Cambridge, Department of Applied Economics, Occasional Papers: 16. (99 pages. Cambridge University Press. 15s.) This report, which has been carried out by the Department of Applied Economics, Cambridge University, was commissioned by the Economic Development Committee for the Distributive Trades. It also forms part of a wider research project in productivity in the service industries, some of the results of which have already been published in *Occasional Paper:* 8, *Productivity in Distribution,* by K. D. George. The proposal for an inquiry to assess 'the role of capital expenditure in increasing productivity in retailing' arose because of the lack of information relating to investment decisions in the retail sector, and in particular because of the exclusion of this sector, along with other service industries, from the new system of investment incentives. Much of the material in the book is presented in the form of a statistical analysis based on data supplied by large retail firms in Britain for the period 1960-1966.

Development Assistance in Central America, by John F. McCamant. (351 pages. Published by Frederick A. Praeger. Distributed by Pall Mall Press Ltd. £6 5s.) This book explores the way in which development assistance has made lasting changes in the politics and economics of Central America. The author has undertaken to investigate the activities of all the bilateral and multilateral, financial and technical assistance programmes in Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica since their start during World War II and to observe the changes made in these countries as a result of these activities.

Programmed Instruction in Industry: a Reference Series of Case Histories, is a series of monthly booklets, published by Pergamon Press, which describes programmed instruction work done in industry. **Teaching Management Statistics in BEA,** by D. Kitchen (38 pages. Pergamon Press. 10s.), is an account of two levels of statistical training for BEA managers, designed and developed on an integrated programme-tutorial basis and evaluated systematically at each stage.

Personnel Manager's Guide to Job Evalution, by George F. Thomason. (49 pages. Institute of Personnel Management, 5 Winsley Street (5th floor), Oxford Circus, London W1. 12s.) Job evaluation is a set of methods designed to help produce a structure of wages and salaries within organizations. This study describes those methods, and their assets and defects. The validity and motivation of job evaluation is next discussed, and finally procedures required to carry out an evaluation, together with the problem of judgment, are described. The large number of references cited provides an extensive and valuable bibliography to a book which is a very good, general summary of a difficult subject for the novice.

Personnel Management : Human Relations in Industry, by C. S. Deverell. (263 pages. Gee & Co. (Publishers) Ltd. £2 10s., by post £2 11s. 3d.) The author demonstrates in this volume that personnel management demands a multi-disciplinary subject approach. Techniques from the sciences of experimental psychology, social anthropology and sociology, ergonomics, etc., are called for if an organization is to achieve success in its human relations. Mr. Deverell introduces these techniques into his treatment of the many aspects that go to make up personnel managment. There are chapters on fitting the worker to the job, skill acquisition, incentives, output and efficiency, environment, communications, group studies, etc. The author is Head of the Department of Management Studies at the College of Technology, Letchworth, and the work will be of particular value to readers studying for business management qualifications.

Business Mergers and Take-Over Bids: a Study of the Post-War Pattern of Amalgamations and Reconstructions of Companies, by Ronald W. Moon. 3rd edition. (238 pages. Gee & Co. (Publishers) Ltd. £2 10s., by post £2 11s. 3d.) Since the previous edition of this book appeared in 1960 there have been several major developments affecting mergers and take-over bids, namely, the Monopolies and Mergers Act 1965, the creation of the Industrial Reorganization Corporation, and the promulgation earlier this year of a City Code on Take-Overs and Mergers. Mr. Moon has fully revised his text to take account of these developments, and has drawn his examples from bids and events that were taking place as late as March 1968. Two new chapters have also been included on Defences against a bid, and Foreign bids. The form of the volume remains the same; the author discusses the arguments for and against mergers, types of merger, financial considerations, valuation for both private and public limited companies, take-over bid techniques, reconstructions, capital structure and reorganization schemes. The appendices include the texts of the Stock Exchange Regulations and the City Code.

The Future of Small Business, by Edward D. Hollander and others. (290 pages. Published by Frederick A. Praeger. Distributed by Pall Mall Press Ltd. £5 7s.) In 1964-65 a study was undertaken by Robert R. Nathan Associates, Inc. under contract with the Small Business Administration to analyze the principal economic factors affecting the freedom of entry, the viability and the prospects for small business in the United States of America, and to project these factors forward to the early 1970s in order to appraise the outlook for small business. This book is the result. It should be noted that this is a study of the impact of economic forces on small business, not of the impact of small business on the economy.

The Senior, John Samuel Swire 1825-98: Management in Far Eastern Shipping Trades, by Sheila Marriner and Francis E. Hyde. (224 pages. Liverpool University Press, 123 Grove Street, Liverpool 7. £2 2s.) Although this book is concerned with the life and work of John Samuel Swire, its main emphasis is on the impact of his ideas on the management of Far Eastern trade and shipping. The important part he played in the organization of John Swire & Sons, and in the foundation of Butterfield and Swire, the China Navigation Company, and the Taikoo Sugar Refinery, is made a central theme. A full account is given of his influence on the Far Eastern trades and of his foresight and wisdom in establishing a workable system of freight agreements through Shipping Conferences. This is not only a critical study of a man in the role of a decision-taker; it has a wider prospect as an analysis of Far Eastern business, shipping, and trading relationships.

Scarcity Challenged: an Introduction to Economics, by Heinz Kohler. (660 pages. Holt, Rinehart and Winston Ltd. £4 14s.) This approach to introductory economics presents basic concepts as they relate to the central economic problem of scarcity. The text does not assume any mathematical background on the part of the reader, uses simple language to facilitate initial understanding, and presents material in carefully-structured, logical progression. The material in the book is organized around the economic goal of cutting scarcity to a minimum, and the methods of achieving this goal. As a result, topics are not developed in the traditional sequence or under the traditional headings found in most basic economics texts, but rather in response to three specific approaches to the problem of scarcity: full use of resources, efficient use of resources, and increasing the availability of resources.

Music Trade Directory. 1968-9. (162 pages. Tofts and Woolf (Publishers) Ltd., 64a Lansdowne Road, South Woodford, London E18. Standard binding 17s. 6d., library binding £1 15s.) The third edition of the only directory of the British music trade contains several new features, including a more detailed list of manufacturers and suppliers, and more information on the range of stock and special services offered by some 800 retail shops. A new section lists music publishers with subsidiaries and distribution agents, together with the British agents for many foreign catalogues.

Tasmanian Year Book, No. 2 – 1968, by R. Lakin. (618 pages. Commonwealth Bureau of Census and Statistics, Tasmanian Office, Hobart. Available from the Official Secretary, The Agent-General for Tasmania, 458/9 Strand, London WC2.) This is the second issue of the *Tasmanian Year Book,* the first appearing last year (1967). The *Year Book* is designed to present a comprehensive statistical and descriptive account of the physical environment and of the social, demographic and economic structure of the State, with particular emphasis on changes and developments in recent years. In the first issue a considerable amount of historical material was included because of the long interval since the last issue of the *Tasmanian Official Record* in 1892. The demand for the first issue was very much heavier than was expected and therefore rather more of this historical material has been retained in the second issue than will be the case in subsequent issues. It has been possible on this occasion to advance many of the annual statistics included in this issue by two years, thus making the volume very much more up to date than was the case for the first one. Data from the 1966 Census were, unfortunately, not available at the time that most of the type for this volume was set by the printer, but selected details from the information which became available subsequently have been included in Appendix C. Other appendices give information on the statistical publications by the Bureau (Appendix A), and on the bush fires which swept Southern Tasmania in February 1967 (Appendix B).

Other Publications.

ECONOMIC GROWTH IN CANADA: A QUANTITATIVE ANALYSIS, by N. H. Lithwick. 128 pages. Toronto University Press. Available from Oxford University Press. £1 18s.

JAPAN: O.E.C.D. ECONOMIC SURVEYS. 45 pages. Available from HMSO and other Government bookshops. 5s. 6d., by post 6s.

TRUSTEE SAVINGS BANKS YEAR BOOK. 1968. 214 pages. Available from Trustee Savings Banks Association, Knighton House, 52-66 Mortimer Street, London W1. 9s., by post 10s.

WILLING'S PRESS GUIDE, 1968. 702 pages. Available from James Willing, Ltd., 3-4 Holborn Circus, London EC1. £2 15s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Aug. 27-28	**Industrial miscellaneous equipment** . .	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 0532-20898).**

Fork lift trucks; compressors; generators; charging sets; milling machines; boring machines; pumping sets; lathes; grinding and drilling machines; M.T equipment and spares; welding plant; industrial tractors and trailers; transporting and lifting equipment; large quantity of batteries; electric, wireless and signal equipment; testing instruments; Avos and Avo minors; M.T. engine analizers; pneumatic tools and equipment; tool kits; hand tools; saws; tyres; fire fighting equipment; furnaces; packing cases and boxes; safes; binoculars; compasses; dynamometers; portable runways; musical instruments; sewing machines; household and kitchen equipment; textiles including, tents; canvas; blankets; carpets; rugs; curtains; groundsheets; mattresses; bolster and palliasse cases; clothing including, battledress; raincoats; greatcoats; shirts; jerseys; jerkins; cap comforters; braces; gloves; gauntlets; shoes and ankle boots; household and office furniture including chairs; tables; wardrobes; lockers; desks; dressing chests; bedside tables and large quantities of miscellaneous stores.

Sept. 5 .	**Aircraft equipment and general stores** .	**No. 25 Maintenance Unit, R.A.F., Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).**

Aircraft wheels; brake units; cameras; electrical equipment including, motors; generators; alternators; rectifiers; inverters; transformers; regulators; switches; meters; batteries, etc.; photographic equipment including cameras; exposure meters; lenses; epidiascopes; slide projectors; projection screens; large quantities of film and bromide paper; chemicals, etc.; webbing equipment including, a large quantity of GS Mk. 7 haversacks; various hydraulic jacks and pneumatic rams; actuators; fuel pumps; steel pallets; wooden boxes and cases; household and office furniture; clothing including greatcoats; raincoats; jackets; blouses; trousers; shirts; khaki drill and other materials and a large quantity of miscellanous stores.

Sept. 10-11	**Technical and miscellaneous stores** . .	**Regional Depot, R.A.O.C., Hereford** . .	**Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366).**

Fork lift trucks; electric trucks and tractors; portable fuel tanks; a large quantity of generating sets; charging sets; battery charging plant; tyres and batteries; radar and A.A. equipment; electronic valves; telephone sets; switchboards; oscilloscopes; binoculars; watches; wireless signal, aircraft, M.T. and electrical spares; steel piping; roller conveyors; machine tools including hack saws; grinders; circular saws and lathes; small tools; tool boxes; platform scales; chain blocks; ladders; large quantities of ankle boots; haversacks; blankets and sea kit bags; battle dress trousers and blouses and other clothing; tarpaulin sheets; furniture and numerous other items of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about 14 days prior to and up to the date of sales, price 1s. 0d. (postal order only).

ANKLE BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence Auction Sales at BARLOW on August 27-28, 1968, and at HEREFORD on September 10-11, 1968. Most lots will not exceed 200 pairs. Those at BARLOW will be lotted in single sizes and those at HEREFORD in both single and mixed sizes. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers:

BARLOW: Bartle & Son, 52 Merrion Street, Leeds, 2.

HEREFORD: Russell Baldwin & Bright, 20 King Street, Hereford.

SALES BY TENDER

GALVANIZED CONTAINERS

A large quantity of GALVANIZED CONTAINERS 25 in. high by 16 in. by 9¼ in. with capstan type circular lids. Suitable for re-use for powders and viscid liquids. Applications for Tender Forms to Ministry of Defence, Directorate of Army Sales (Sales 4ai (A)), First Avenue House, High Holborn, London, W.C.1.

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Horizontal borers; jig borers; single and four spindle drills; plain internal, universal and surface grinders; gear cutting machines; capstan, centre, turret, profile and shell lathes; horizontal, vertical, universal and profile millers; presses; tapping, shaping, slotting, sawing, testing, welding machines, etc. Located at Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs. Permission to view on presentation of Tender Form only, from Ministry of Defence, Directorate of Army Sales (Sales 4bii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. September 12, 1968.

FOR SALE BY PUBLIC TENDER

Former Royal Naval Stores Depot, Inverkeithing, Fife. Three storey brick and stone building with gross floor area of approximately 45,000 square feet. Lift to all floors. For further particulars and tender documents apply to the Superintending Defence Land Agent (Scotland), Donibristle Estate, Hillend. Dumfermline, Fife. Telephone Inverkeithing 3511. Closing date September 30, 1968.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+101(1)	— 48	—33	+10
1966															
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	168	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	171	165	132	102	172	125	166	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	164	207	194	+ 50(1)	— 33	+ 5	+ 2
1968															
1st quarter	136 (1)	137	177	175	139	106	176	120	186	208	194	—126(1)	—128	+ 1	+46
2nd quarter		138*				102									Nil
1968															
January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									
June		139*				103									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966													
4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24 472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter		125*	125·0	+4·5	122·8*	141·3*	185·7	550	180		201	180	
1967													
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968													
January	143	114	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142*	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142*	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	141*	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June		125*	125·4	+4·6	122·9*	141·5*	185·9	569	178		193	182	
July					121·7*	141·6*		580	180		210*	188*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in July

An abbreviated version of this article was published in last week's Journal.

Exports

EXPORTS IN JULY exceeded £500 million for the first time. They rose to £510 million, seasonally adjusted, from the revised figure of £493 million in June.

The strongly rising trend of exports is clearly seen in the run of figures over the last four months. In June and July exports averaged £501 million a month, 3 per cent higher than the average of £485 million in April and May.

Exports in June-July were 18 per cent above the average in the second and third quarters of 1967, before exports were affected by devaluation and the dock strikes. About half of this rise reflects an increase in the volume of exports and the remainder an increase in their price. The export unit value index shows a rise of 8 per cent between October and June, the latest month available.

The main increase in exports in June-July compared with April-May was in deliveries to North America, which rose sharply by £15 million a month (nearly a fifth), with the growth mainly in shipments to the United States. After the disruption of exports to France in June, deliveries recovered in July to their pre-June rate, but the short-fall in June has yet to be made good. Exports to the other countries of the EEC, however, rose by over 4 per cent (3 million a month) in June-July compared with the previous two months. Deliveries to EFTA, which in the early months of the year were rather less buoyant than exports to most other areas, also rose by about 4 per cent.

Exports to the sterling area have risen less strongly than those to other destinations since devaluation and have fallen back a little in recent months. Exports to Latin America and to the Soviet Union and Eastern Europe have remained steady at this year's higher level and deliveries to the 'rest of the world' increased sharply with a rise of 14 per cent (£4 million a month) between April-May and June-July, partly reflecting higher deliveries of ships and aircraft in July.

The growth in recent months has taken place over a wide range of manufactured goods, and in deliveries of food, beverages and tobacco and fuel. Exports of road motor vehicles have increased

Table 1A. United Kingdom Trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 65
2nd quarter	489‡	642	634	17	— 74*
February	496	665	656	19	— 70
March	489	658	652	17	— 94
April	488	650	645	18	— 86*
May	483	660	648	15	— 86*
June	493‡	615‡	608‡	16	— 50*
July*	510	670	663	19	— 80*
Feb.—April	491	658	651	18	— 84*
May—July*	495	649	640	17	— 72*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates.
‡Revised estimates.

Table 1B.

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0‡	645·6‡	17·0
July*	530·3	697·9	19·4

*Provisional estimates
‡Revised estimates

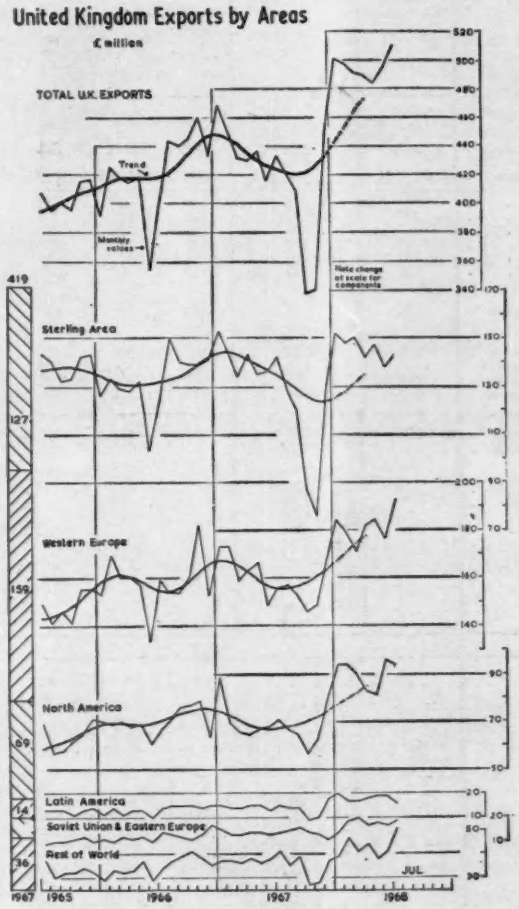


Table 2. United Kingdom Exports: areas†

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1967 Year	419	127	159	80	63	69	14	14	36
2nd qtr	428	138	159	80	63	67	15	14	38
3rd qtr	420	130	155	78	62	68	14	15	38
4th qtr	376	97	154	81	60	67	12	13	31
1968 1st qtr	496	150	178	96	66	93	18	18	42
2nd qtr	489	142	181	95	68	86	19	18	42
April	488	142	182	99	66	83	18	17	45
May	483	147	184	94	72	77	19	18	38
June	493	138	177	92	67	96	19	17	41
July*	510	143	193	100	76	94	16	19	51
Feb-Apr	491	146	177	95	66	89	18	19	44
May-July*	495	143	185	95	72	89	18	18	44

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

substantially in recent months, with a rise of 8 per cent (£4 million a month) between April-May and June-July.

Imports

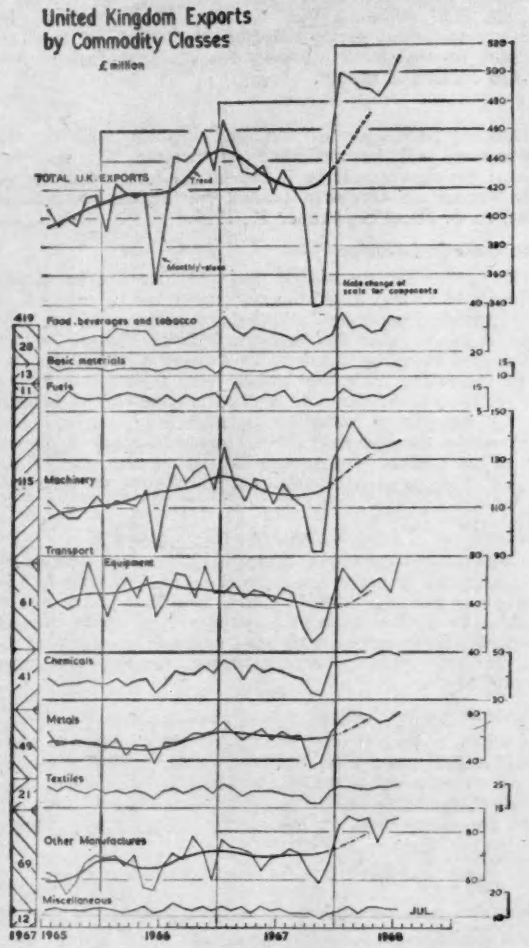
Imports rebounded in July, partly reflecting a carry-over from the low level of £608 million in June. The value of imports in July was £663 million (seasonally adjusted and excluding United States military aircraft). Taking June and July together, however, total imports averaged £636 million a month compared with £646 million a month in April-May and £654 million a month in February-March.

The July figure was clearly inflated by arrivals of goods held over from June to take advantage of the Kennedy tariff reductions on July 1. (For discussion of the effect of the tariff changes, see 2(d) in Notes.) This is reflected especially in imports of semi- and finished manufactures, which were sharply higher by £16 and £20 million a month respectively after low figures in June; within semi-manufactures, however, imports of silver were £3 million less than in June and imports of precious stones were unchanged. Imports from France recovered to an above average rate, reflecting mainly the ending of the strikes in that country.

Despite the increase in July, there has been a gradual decline in the average level of imports from the high levels reached earlier in the year. The easing back has been largely in imports of food, beverages and tobacco and in semi-and finished manufactures, partly reflecting lower consumer demand since the Budget. Imports of fuel and basic materials have risen in recent months.

In the area pattern of imports, most of the decrease in the two months June-July compared with the two preceding months was in arrivals from Western Europe. Imports from North America were also markedly reduced but those from countries in the 'rest of the world' were higher in June-July. There was little change in imports from other main markets.

(*Continued on next page*)



DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 3. United Kingdom Exports: Commodity Classes

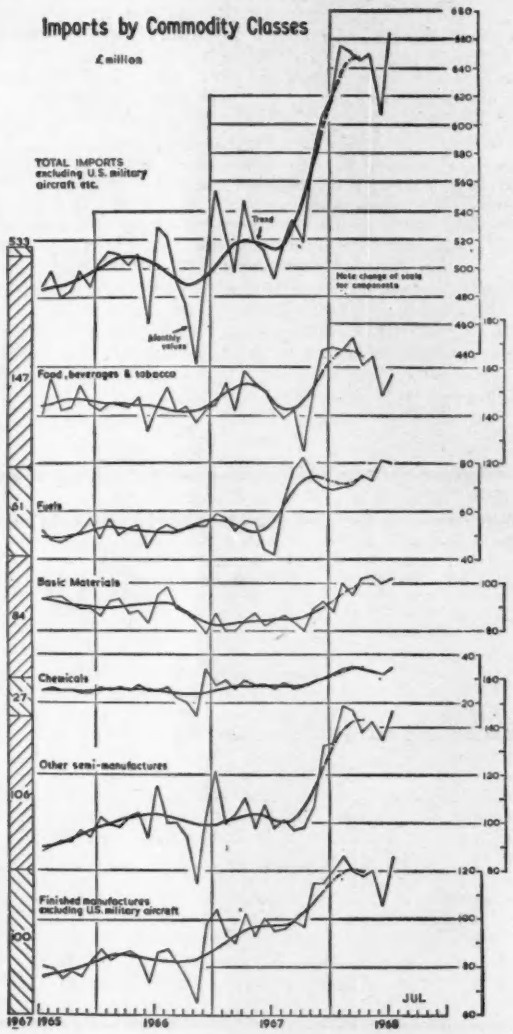
Seasonally adjusted £ million f.o.b.

Monthly averages or calendar month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	72	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
1968 1st quarter	496	32	14	13	428	212	141	50	21	47	59	23	85	12
2nd quarter	489	31	15	12	418	205	136	54	15	49	58	24	82	14
April	488	28	14	12	422	205	135	53	17	48	59	23	86	14
May	483	29	15	11	414	207	136	54	18	49	56	24	76	14
June	493	35	15	13	417	200	136	55	10	50	57	24	85	13
July*	510	34	14	15	440	220	138	60	21	49	60	25	86	13
Feb.-April	491	29	14	12	426	208	140	51	18	47	60	23	86	13
May-July*	495	33	15	13	424	209	136	57	16	49	58	24	82	14

*Provisional estimates.

UNITED KINGDOM TRADE IN JULY, *continued*



Visible trade balance

The visible trade deficit in July was £80 million (seasonally adjusted and excluding United States military aircraft), reflecting some carry-over of imports from June. Taking June and July together the trade deficit has improved to £65 million a month from £86 milllion a month in April and May. Moreover, the figure for June and July was affected by exceptionally large allowances for ships purchased abroad by United Kingdom owners which were not included in the trade account import figures.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus. Over the years 1963-1967 the surplus averaged some £150 million a year or £13 million a month. In the first quarter this year, partly reflecting the effects of devaluation, the surplus on invisibles, allowing for seasonal factors rose to nearly £30 million a month.

Notes:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on August 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for September, due to be published on or about September 27, 1968.

2. Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) *Imports of silver bullion*

The increase in the value of imports of silver bullion in the first half of 1968 compared with 1967 (about £7 million a month) is largely on non-resident account. For the most part these imports reflect non-resident transactions in the London market – some of the increased stocks of silver in the market have already been sold

*Accounts relating to the Overseas Trade of the United Kingdom, July 1968, HMSO, price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

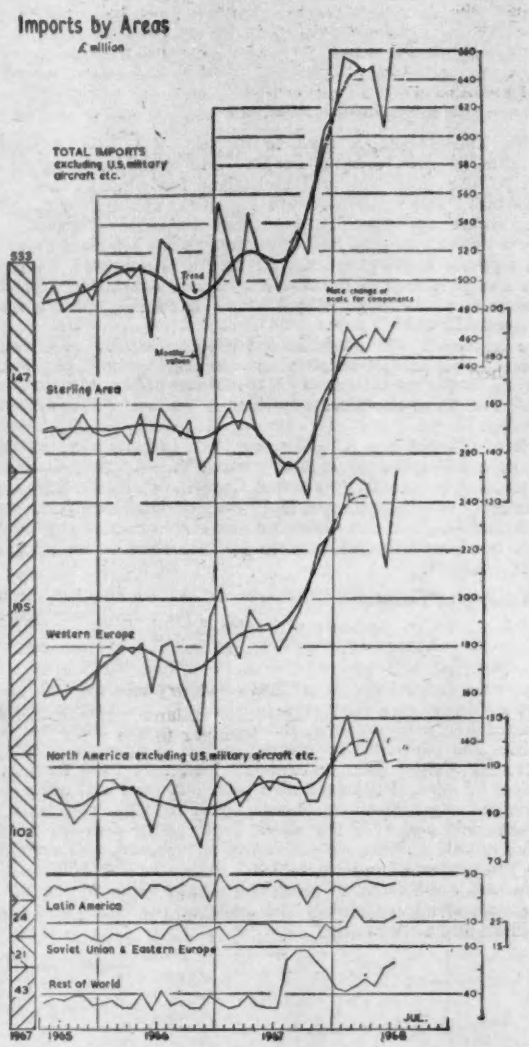
Table 4. Imports: Commodity Classes

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
2nd quarter	642	634	157	76	273	101	33	138	124	116	10
April	650	645	161	75	275	102	34	138	123	118	12
May	660	648	164	73	277	103	33	142	133	120	10
June	615	608	148	81	267	100	32	135	113	106	9
July*	670	663	157	80	285	102	35	147	133	125	9
Feb.-April	658	651	167	72	279	99	35	145	128	121	11
May-July*	649	640	156	78	276	102	33	141	126	117	9

*Provisional estimates.



to non-residents and are being held here on their account; and some represent spot purchases (which are being financed by overseas borrowing) to cover forward sales – also mainly to non-residents. These transactions will be reflected in exports at some future time and in the meantime will bring in significant invisible revenue in the form of commissions, profits and refining charges; their overall effect on the balance of payments – taking the visible, invisible and capital accounts together – is clearly favourable.

(d) *Kennedy Round tariff reductions*

Some of the increase in imports in July, mainly semi- and finished manufactures, reflects the implementation on July 1 of a 40 per cent tranche of the Kennedy Round reductions in the United Kingdom tariff. United Kingdom exports will stand to gain from the corresponding reductions agreed in the Kennedy Round in the tariffs of the United States and the EEC, but the pattern and timing of their changes are different and their effects could not be expected to show up in a similar marked increase in exports in July.

The United States implemented 20 per cent of their Kennedy Round tariff cuts on January 1 this year and will follow with a second 20 per cent on January 1, 1969; the Community, like the United Kingdom implemented a 40 per cent tranche on July 1 – but this applied to the Common External Tariff to which the national tariffs of the Member States were finally adjusted on the same date. The German and Benelux tariffs in the main were lower than the CET and the effect of cuts in the CET was to check increases in tariffs which would otherwise have taken place in those countries. The counterpart to this is that larger reductions, down to the level of the reduced CET, have been made by France and Italy; but the recent disturbances in the French economy have delayed the immediate beneficial effects on our exports to that country.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 5. Imports: Areas†

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
1968 1st quarter	647	641	184	242	129	122	24	25	42
2nd quarter	642	634	187	232	127	119	26	25	47
April	630	645	183	247	121	116	27	25	46
May	660	648	192	236	139	126	26	25	43
June	615	608	187	213	120	112	25	25	50
July*	670	663	195	252	120	113	26	27	53
Feb.-April	658	651	188	248	128	121	25	26	44
May-July*	649	640	191	233	126	117	26	26	49

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

Overseas royalty transactions in 1966

THIS NOTE presents results from the inquiry into overseas transactions for 1966, additional to those published in the *Board of Trade Journal* of July 19, 1968 (in respect of private direct investment) and of August 16, 1968 (in respect of trade credit and exports).

The transactions covered include royalties, licences, patents, trade-marks, designs, copyright, manufacturing rights and the like. The net gain from them to the United Kingdom balance of payments in 1966 was nearly £17 million, a significant increase over the corresponding figure of £7 million for 1965. Payments overseas by United Kingdom businesses in 1966 remained at much the same level as in the previous year, but receipts from overseas rose substantially from £64 million in 1965 to £74 million in 1966, the rise being concentrated in technological royalties.

A summary of the estimates for all firms in 1965 and 1966 is given in Table 1. The estimates in this table are not precise and though they are published to the nearest £0.1 million, may not all be accurate to that degree. They are based on information obtained from about 800 enterprises, but some firms approached did not provide information, and a large number of firms and individuals receiving or making small payments in respect of royalties (particularly for printed matter, performing rights, etc.) were not approached. However, an attempt was made to obtain an indication of the order of magnitude of transactions by non-responding and exempt firms within the field covered, and the estimates given in Table 1 include an allowance for them. It is estimated that enterprises providing full details in this inquiry, on which the more detailed analyses presented in the rest of this note are based, accounted for some three-quarters of total payments and receipts.

The inquiry into overseas transactions for 1966 sought the same information on overseas royalty transactions as in the 1965 inquiry (the results of which were presented in the *Board of Trade Journal* of July 21, 1967). As then, the primary object was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included in 'Other services' in the current account. But the information is also relevant to the consideration of technological progress and development.

Scope of the inquiry

In the overseas transactions inquiry the term 'royalties and similar transactions' is used to include, *inter alia*, payments for coyrights, patents, designs, licences and manufacturing rights, the right to use processes and formulae, trade-marks and technical 'know-how'. Also included are royalties, etc. on printed matter, sound recordings or performing rights, and mineral royalties. Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this article. (A report on them was published in the *Board of Trade Journal* of May 3, 1968, showing overseas receipts in 1966 of over £37 million, and payments of £27 million.)

No approach was made in the present inquiry to Government Departments, public corporations or oil companies. Thus, for example, any overseas royalty transactions of the Atomic Authority or of the petro-chemical subsidiaries of the oil companies are excluded.

Where charges for royalties, etc. are incorporated in the contract price of capital goods, and cannot be separately distinguished, this element is necessarily omitted from the statistics. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Summary of results

Table 1, which presents estimates for all firms, indicates that receipts in 1966 were £74 million, an increase of just over 15 per cent compared with the amount in 1965. This increase was mainly due to a substantial rise in receipts of technological royalties, which increased by over a fifth, the bulk of the increase coming from unrelated overseas concerns. Receipts of 'artistic' royalties (that is, royalties and copyright on printed matter or sound recordings and performing rights) were fractionally higher in 1966 than in 1965. Receipts of mineral royalties also rose, but were still quite small.

Overseas expenditure on technological royalties rose only slowly between 1965 and 1966 (by about 3 per cent), with the result that the favourable balance on technological account rose considerably from just under £2 million in 1965 to nearly £10 million in 1966. In contrast, the balance of receipts over payments of 'artistic' royalties remained approximately the same in the two years (between £6 million and £7 million).

Table 1. Royalties and similar transactions.
Estimates for all businesses (excluding oil companies)

£ million

Royalties (a)	1965			1966		
	Transactions with related concerns (b)	Transactions with other overseas concerns	Transactions with all overseas concerns	Transactions with related concerns (b)	Transactions with other overseas concerns	Transactions with all overseas concerns
RECEIPTS (c):						
On printed matter, sound recordings, or performing rights (d)	5·9	9·5	15·4	4·6	11·2	15·7
Mineral royalties	0·3	0·2	0·5	0·9	0	0·9
Technological royalties (e)	15·6	32·2	47·8	16·7	40·5	57·2
Total	21·8	41·9	63·7	22·2	51·7	73·9
EXPENDITURE (f):						
On printed matter, sound recordings, or performing rights (d)	3·1	6·0	9·0	3·3	5·7	9·0
Mineral royalties	1·1	0·5	1·6	0·9	0·1	1·0
Technological royalties (e)	25·5	20·4	45·9	27·1	20·2	47·3
Total	29·6	26·9	56·5	31·3	26·0	57·3
BALANCE (g):						
On printed matter, sound recordings or performing rights (d)	+ 2·9	+ 3·5	+ 6·4	+ 1·3	+ 5·5	+ 6·7
Mineral royalties	— 0·8	— 0·3	— 1·1	—	— 0·1	— 0·1
Technological royalties (e)	— 9·9	+11·8	+ 1·9	—10·4	+20·3	+ 9·9
Total	— 7·8	+15·0	+ 7·2	— 9·1	+25·7	+16·6

Notes:
(a) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical 'know-how'.
(b) Transactions with overseas branches, subsidiaries, associated and parent companies.
(c) Amounts debited to overseas.
(d) Excludes transactions in respect of rights to cinematograph films, television and broadcasting material.
(e) Royalties, etc., other than royalties on printed matter, sound recording or performing rights, cinematograph films, etc., and mineral royalties.
(f) Amounts credited to overseas.
(g) +indicates United Kingdom credits; —indicates United Kingdom debits.

Receipts of royalties from overseas related concerns (branches, subsidiaries and associates of United Kingdom parent companies) rose only slightly between 1965 and 1966. Payments of royalties to overseas related concerns rose at a slightly faster rate than receipts, but the balance of payments over receipts remained at roughly the same level in both years (about £8-9 million). In interpreting the figures of transactions between members of the same world-wide group of companies, it must be remembered that the value put on them may be affected by the accounting practice of individual enterprises, for example, by the way in which research and development costs are shared.

With the large increase in receipts from unrelated overseas concerns, the balance of receipts over payments for unrelated overseas concerns almost doubled between 1965 and 1966 (from £15 million to nearly £26 million),

Area analysis

This is given for receipts in Table 2, and for expenditure in Table 3. These tables are based on returns received in the inquiry before making any allowance for non-response.

The majority of royalty receipts came from developed overseas countries, the developing countries accounting for only about 15 per cent of the total. About a quarter of receipts came from the United States, with a further 30 per cent coming from Western Europe (mainly France and Western Germany) and a tenth from Japan. In the overseas sterling area, a high proportion of receipts came from related concerns.

Expenditure was even more heavily concentrated in the United States and Western Europe, reflecting the high level of technological advance in these areas and also the extent, especially in the case of the United States, to which subsidiaries and branches in the United Kingdom make payments in respect of royalties to their overseas parent companies. (60 per cent of royalty payments to the United States were made by United Kingdom affiliates of United States companies.)

Figures for both receipts and payments of royalties are brought together in Table 4, in which the three broad areas of the United States, Western Europe and the Rest of the World are distinguished.

With the United States, there was an excess of expenditure over receipts of nearly £18 million (though there is a small favourable balance in respect of artistic royalties), largely on account of transactions with related concerns.

With Western Europe, there was a moderate surplus of receipts over expenditure, despite a surplus of payments over receipts from overseas related concerns in this area. With the rest of the world there was a heavy preponderance of receipts over expenditure in each of the categories distinguished.

Table 2. Royalties and similar transactions – Receipts from Overseas by country and type, 1966

Summary of returns received. £ million

Area or Country	All Royalties, etc.			Printed etc., Royalties	Technological and Mineral Royalties
	Total Receipts	Receipts from Related Concerns	Receipts from Unrelated Concerns		
Overseas Sterling Area	9·78	7·04	2·73	1·21	8·56
Developed countries	5·21	3·80	1·42	0·84	4·37
Of which:					
Australia	2·14	1·73	0·41	0·33	1·81
Irish Republic	0·50	0·23	0·27	0·11	0·39
New Zealand	0·59	0·43	0·17	0·06	0·54
South Africa	1·98	1·41	0·57	0·34	1·64
Developing countries of the overseas Sterling Area	4·56	3·25	1·32	0·37	4·19
Of which:					
Hong Kong	0·23	..	..	..	..
India	1·72	1·05	0·67	0·05	1·67
Malaysia	0·50	0·46	0·04	..	..
Pakistan	0·37	..	..	..	..
Commonwealth West Indies	0·25	..	..	..	..
Commonwealth Africa	0·98	0·86	0·11	..	..
Developing countries, n.s.d.	0·51	0·24	0·27	0·05	0·47
Non-Sterling Area	45·80	12·21	33·59	7·84	37·96
Developed countries	42·24	10·42	31·83	7·58	34·66
Of which:					
Canada	1·62	1·12	0·50	0·26	1·36
United States of America	13·73	4·17	9·56	2·98	10·75
Western Europe	17·79	4·38	13·41	2·62	15·17
Of which:					
EFTA	2·36	0·75	1·61	0·31	2·05
Of which:					
Austria	0·18	..	..	0·03	0·16
Denmark	0·32	0·18	0·13	0·06	0·26
Finland	0·13	..	..	..	..
Norway	0·14	—	0·14	0·05	0·09
Portugal	0·69	..	..	0·01	0·68
Sweden	0·51	0·06	0·45	0·11	0·40
Switzerland	0·40	0·11	0·29	0·04	0·36
EEC	12·81	3·43	9·38	1·95	10·86
Of which:					
Belgium and Luxembourg	1·35	0·52	0·82	0·07	1·28
France	3·22	1·09	2·13	0·78	2·44
Western Germany	5·58	0·91	4·67	0·75	4·82
Italy	1·54	0·44	1·10	0·14	1·40
Netherlands	1·12	0·47	0·65	0·20	0·92
Other Western European countries	2·63	0·20	2·42	0·36	2·26
Japan	5·30	0·55	4·75	0·49	4·81
Non-Sterling Area					
Developing countries	3·56	1·81	1·75	0·27	3·29
South and Central America	2·31	1·61	0·70	..	..
Of which:					
Argentine	0·54	0·49	0·06	..	..
Brazil	0·33	0·05	0·28	..	..
Mexico	0·49	0·25	0·24	..	..
Countries, n.s.d.	0·95	0·82	0·12	..	..
Total of returns received	55·59	19·26	36·32	9·06	46·54

Table 3. Royalties and similar transactions – Overseas expenditure by country and type, 1966

Summary of returns received. £ million

Area or country	All Royalties, etc.			Printed, etc., Royalties	Technological and Mineral Royalties
	Total Payments	Payments to Related Concerns	Payments to Unrelated Concerns		
Overseas Sterling Area	0·41	0·27	0·13	0·08	0·33
Developed countries	0·15	..	..	0·03	0·12
Of which:					
Australia	0·03	..	..	0·01	0·02
South Africa	0·03	..	..	..	..
Developing countries	0·26	..	..	0·04	0·21
Non-Sterling Area	44·23	26·11	18·13	4·81	39·42
Of which:					
Canada	0·28	..	..	..	..
United States of America	31·37	20·26	11·11	2·65	28·72
Western Eurooe	11·50	5·60	5·90	1·38	10·12
Of which:					
EFTA	5·25	2·31	2·94	0·29	4·96
Of which:					
Denmark	1·10	..	..	0·02	1·08
Norway	0·12	—	0·12	..	..
Sweden	0·67	0·30	0·37	..	..
Switzerland	3·18	1·71	1·47	0·21	2·97
Other member countries	0·18	..	..	0·04	0·14
EEC	6·00	3·27	2·73	1·05	4·95
Of which:					
Belgium and Luxembourg	0·27	..	..	..	..
France	3·28	2·37	0·91	0·46	2·82
Western Germany	1·38	0·28	1·10	0·31	1·07
Italy	0·50	..	..	0·09	0·41
Netherlands	0·56	..	..	..	..
Japan	0·22	—	0·22	..	..
Developing countries	0·21	..	..	..	—
Unallocated and other countries, n.s.d.	0·65	—	0·65	0·47	0·28
Total of returns received	44·64	26·38	18·26	4·89	39·75

Table 4. Receipts and payments of royalties

Summary of returns received. £ million

	Royalty receipts (1)	Royalty payments (2)	Net royalty receipts (1) less (2)
United Kingdom transactions with:			
THE UNITED STATES			
Total royalties	13·7	31·4	—17·7
Related concerns	4·2	20·3	—16·0
Unrelated concerns	9·6	11·1	—1·5
Artistic Royalties	3·0	2·7	0·3
Technological and mineral royalties	10·8	28·7	—17·9
WESTERN EUROPE			
Total royalties	17·8	11·5	6·3
Related concerns	4·4	5·6	—1·2
Unrelated concerns	13·4	5·9	7·5
Artistic royalties	2·6	1·4	1·2
Technological and mineral royalties	15·2	10·1	5·1
REST OF WORLD			
Total royalties	24·1	1·7	22·4
Related concerns	10·7	0·5	10·2
Unrelated concerns	13·3	1·3	12·0
Artistic royalties	3·5	0·8	2·7
Technological and mineral royalties	20·5	1·0	19·5

(*Continued on next page*)

OVERSEAS ROYALTY TRANSACTIONS, *continued*

Table 5. Industry analysis of royalties and similar transactions, 1966

Summary of returns received

£ million

	Receipts			Expenditure		
	Related	Unrelated	Total	Related	Unrelated	Total
All manufacturing industries	17·82	32·59	50·40	24·76	15·84	40·60
Food, drink, tobacco	5·34	1·92	7·26	0·86	0·52	1·38
Chemicals and allied industries	4·15	15·60	19·75	5·85	2·99	8·84
Electrical engineering	2·64	2·88	5·52	5·82	1·95	7·77
Non-Electrical engineering	0·96	1·84	2·80	6·82	4·09	10·91
Ships, aircraft and vehicles including motor vehicles	0·48	2·07	2·54	0·09	1·89	1·98
Textiles, clothing and footwear	0·77	3·06	3·83	0·02	0·48	0·49
Paper, Printing and Publishing	0·58	0·83	1·41	0·47	0·59	1·06
Manufacturing industries n.s.d	2·90	4·39	7·29	4·83	3·33	8·16
Distribution and other activities	1·45	3·73	5·18	1·62	2·42	4·04
Total of returns received	19·26	36·32	55·59	26·38	18·26	44·64

Industrial analysis

Table 5 shows the distribution of royalty receipts and payments according to the industry of the United Kingdom business making or receiving the payment. Again, these details relate to returns received in the inquiry before making any allowance for non-response. About 35 per cent of receipts were attributable to firms in the chemical and allied industries, which also accounted for about a fifth of payments. Other industries showing a favourable balance were food, drink and tobacco and textiles, clothing and footwear. In contrast, firms in the electrical and mechanical engineering industries accounted for 15 per cent of royalty receipts, but about 30 per cent of royalty payments.

Table 6. Analysis of technological and mineral royalties, 1966

Summary of returns received

£ million

Area or country	Technological Mineral Royalties													
	Manufacturing Industry										Other activities (1)		All (1) technological and mineral royalties	
	All manufacturing industries		Chemicals		Non-electrical engineering		Electrical engineering		Other					
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
Overseas Sterling Area	8·34	0·12	2·81	0·09	1·07	0·01	0·61	—	3·85	0·02	0·23	0·21	8·56	0·33
Developed countries	4·24	0·11	1·84	0·08	0·42	0·00	0·48	—	1·50	0·02	0·13	0·01	4·37	0·12
of which:														
Australia	..	0·02	0·86	..	0·20	0·00	0·37	—	..	—	..	0·00	1·81	0·02
South Africa	1·60	..	0·80	..	0·20	—	..	—	0·53	..	0·04	—	1·64	..
Developing countries	4·10	0·01	0·97	0·01	0·65	—	0·13	—	2·35	—	0·10	0·20	4·19	0·21
of which:														
India	.	—	0·43	—	0·64	—	..	—	0·47	—	..	—	1·67	—
Non-Sterling Area	36·26	36·89	16·92	7·92	4·26	12·63	1·16	6·41	13·92	9·93	1·70	2·54	37·96	39·42
Developed countries	32·97	36·89	15·49	7·92	4·20	12·63	1·04	6·41	12·24	9·93	1·70	2·54	34·66	39·42
of which:														
Canada	..	..	0·40	0·03	0·05	0·12	..	..	0·21	0·01	..	..	1·36	..
United States of America	10·37	26·77	5·45	4·92	0·66	10·36	0·24	5·47	4·02	6·01	0·38	1·93	10·75	28·72
European Free Trade Area	2·00	4·56	0·62	1·07	0·39	1·28	0·16	0·75	0·83	1·46	0·06	0·40	2·05	4·96
European Economic Community	10·53	4·77	4·15	1·87	1·54	0·75	0·33	0·16	4·51	1·99	0·33	0·18	10·86	4·95
of which:														
France	2·44	..	0·71	0·68	0·33	0·31	0·21	..	1·19	1·69	—	..	2·44	2·82
Italy	..	..	0·80	..	0·17	0·11	0·07	..	..	0·01	..	..	1·40	0·41
Western Germany	..	..	2·03	0·53	0·35	0·24	..	..	2·18	0·25	..	..	4·82	1·07
Developing countries	3·29	—	1·43	—	0·06	—	0·12	—	1·67	—	—	—	3·29	—
of which:														
South and Central America	..	—	0·82	—	..	—	0·12	—	1·15	—	..	—	..	—
Total of returns received	44·60	37·01	19·73	8·01	5·33	12·64	1·77	6·41	17·77	9·94	1·93	2·75	46·54	39·75

(1) Including mineral royalties amounting to receipts of about £1m. and payments of about £1 million.

A further analysis of technological and mineral royalties by both industry and area is given in Table 6. The amount of information which could be shown here was limited by the need to avoid the disclosure of figures relating to particular firms. Receipts exceeded payments for most industries and areas, except the United States. The chemical and allied industries had a surplus even there.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to use patents, trade-marks, designs, copyrights, etc. or for manufacturing rights and use of technical 'know-how'). Mineral royalties, and royalties, etc. on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom.

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of United Kingdom concerns and lump sums settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included. Royalties, etc. included in the recorded value of United Kingdom imports and exports and royalties rentals etc. in respect of cinematograph film and television programme material have been excluded.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related, i.e. parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; these two categories being reported separately. In a few instances where separate returns were received for different parts of the same United Kingdom enterprise, the returns were combined for purposes of classification and compilation.

Returns were classified to industry according to the main activity of the United Kingdom business.

Companies were asked to make returns for their accounting years if information was not available for calendar years.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

In the tables:

— means 'nil'

0 means 'less than half the final digit shown'

.. means 'not available'

n.s.d. means 'not separately distinguished'.

Statistics of industrial development certificates refused

INDUSTRIAL DEVELOPMENT certificates (i.d.c.s) were first issued in July 1948 under the Town and Country Planning Acts, 1947, and statistics of the floor space of industrial building approved by the Board of Trade by the issue of certificates are now regularly published at quarterly intervals. Hitherto, however, comprehensive statistics of i.d.c.s refused have not been published, largely for the reason that they are not an accurate measure of the amount of industrial building which might have taken place had there been no control. In the more congested parts of the country some projects for which application is made are abandoned after informal discussion with the Board and the applications are withdrawn before the stage of formal refusal is reached. In the case of other projects, which might be formulated, knowledge on the part of potential applicants of the policy on location of industry results in no application being made.

Nevertheless, because of the increasing interest in regional problems and the considerable interest which there now is in information on refusals, it has been decided to publish statistics relating to refusals, despite their shortcomings.

Table 1 shows figures of refusals for the country as a whole in each year from 1960 to 1967. Table 2 gives a regional analysis. For individual regions the annual figures are generally small and variable and therefore, in order to illustrate the regional pattern, the figures in Table 2 have been grouped into two four-year periods.

Refusals which were reversed after an appeal against the original refusal have been excluded from the statistics if the reversal took place within the year concerned or within one month after the end of the year, when the figures are still being compiled. Some refusals are later reversed on appeal but to avoid relatively small revisions of past figures which might involve disclosure, these are not taken account of in the statistics. In recent years these reversals after appeal have averaged about 7 per cent by number, but much less by area, of the refusals shown in the tables.

Turning to the figures themselves, Table 1 shows that the annual totals of refusals for the country as a whole move in a broadly similar pattern to the statistics of i.d.cs. approved; the pattern of the latter is in itself associated with the cyclical movement of fixed capital investment in private manufacturing industry.

The regional distribution of refusals in Table 2 illustrates the policy of successive Governments to encourage industry to expand in the development areas and to discourage growth in the comparatively congested parts of the country, particularly the South East and the Midlands. The virtual absence of refusals of i.d.cs. in Scotland, Wales and the Northern Region of England and the concentration of refusals in the Midlands and South East reflect this.

The figures for the South East suggest an increasing awareness of the improbability of approval being given for certain types of project in this region; thus while approvals, in terms of floor space, were lower in the four years 1964-67 than in the preceding four years, this decrease was not in fact accompanied by a rise in the floor area of projects formally refused; there was a fall of between one-fifth and one-quarter in the floor area of refusals, although the number of projects refused rose from 289 to 454.

In the West Midlands, refusals were higher in 1964-67 than the already substantial rate of the preceding four years, and approvals were little changed between the two periods. In the East Midlands, refusals increased quite sharply but there was also an increase in approvals.

Table 1. Industrial development certificates refused and approved: totals for Great Britain

	Refusals		Approvals	
	Number	Area (thousand sq. ft.)	Number	Area (million sq. ft)
1960	169	5,956	3,536	99·2
1961	117	6,161	2,483	56·5
1962	123	5,087	1,887	37·3
1963	88	3,547	2,073	39·1
1964	150	3,973	2,787	59·0
1965	193	5,277	2,886	61·9
1966	207	6,458 (5,647)	3,227	76·0 (69·4)
1967	229	5,348 (3,547)	4,133	87·2 (59·9)

Note: The areas in brackets are estimates of the floor space which would have been recorded under the definitions in use before the Industrial Development Act, 1966 took effect in August, 1966.

Table 2. Industrial development certificates: regional analysis of refusals

Planning region	Refusals				Approvals		Insured employees
	Number		Area (thousand sq. ft.) (a)		Area (million sq. ft.) (a)		Number (millions)
	1960-63	1964-67	1960-63	1964-67	1960-63	1964-67	mid 1967
A. REGIONS WHOLLY OR MAINLY DEVELOPMENT AREAS (b):							
North	1	1	(c)	(c)	17·9	30·1 (30·1)	1·3
Scotland	Nil	Nil	Nil	Nil	21·2	35·3 (35·3)	2·2
Wales	Nil	Nil	Nil	Nil	11·9	22·6 (22·6)	1·0
A. TOTAL	1	1	(c)	(c)	51·0	88·0 (88·0)	4·5
B. REGIONS MAINLY NON-DEVELOPMENT AREAS (b):							
North West	22	35	823	1,012 (993)	36·6	39·0 (33·8)	3·0
South West	16	16	1,197	887 (786)	13·7	17·8 (14·4)	1·3
B. TOTAL	38	51	2,020	1,899 (1,779)	50·4	56·8 (48·1)	4·3
C. REGIONS WHOLLY NON-DEVELOPMENT AREAS							
Yorkshire and Humberside	15	3	407	(c)	20·6	28·2 (23·3)	2·1
East Midlands	46	77	1,558	2,293 (2,048)	13·3	18·4 (15·4)	1·4
West Midlands	99	182	4,868	5,943 (5,646)	23·1	23·6 (19·9)	2·3
East Anglia	9	11	(c)	383 (319)	7·8	12·2 (10·4)	0·6
South East	289	454	11,236	10,437 (8,551)	66·0	57·0 (45·0)	8·0
C. TOTAL	458	727	(c)	(c)	130·8	139·3 (114·0)	14·4
TOTAL GREAT BRITAIN	497	779	20,751	21,056 (18,444)	232·2	284·1 (250·2)	23·3

Notes:
(a) The definition of industrial floor space changed in some regions in August, 1966; the figures in brackets are estimates of the area which would have been recorded on the old definition. A change in definition of industrial floor space in 1960-61 in some regions for which it is not possible to adjust reliably, affects the figures for the earlier period.
(b) Measured by insured employees, the percentages of the regions which are Development Areas are: North 100, Scotland 89, Wales 65, North West 28, South West 10.
(c) Figures witheld to avoid risk of disclosing details of individual projects.

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340,000 foreign visitors in June

FOREIGN VISITORS arriving in Britain in June totalled 340,000 – 28,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

A BTA spokesman said the June arrivals brought the total number of foreign tourist visitors in the first six months of this year to 1,205,000 – an increase of 135,000 (13 per cent) on the same period of record-breaking 1967.

Arrivals from European countries in June numbered over 181,000. This was a rise of 22,000 on the month and brought the total number of European visitors in the first half of the year to 729,000 – an increase of 105,000 (17 per cent) on the period.

Visitors from the United States in June numbered just over 123,000 (approximately the same as in June last year), bringing total United States arrivals in the first six months to 346,000 – an increase of 10,000 (3 per cent) on the period.

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THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

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Census of Production for 1963

THE FOLLOWING PART(S) of the Report on the Census of Production for 1963 is/are now available:

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Census of stocks of wool, etc. and tops

THE WOOL INDUSTRY Bureau of statistics has announced that it is taking the annual Census of Stocks of Wool, etc., and Tops in the United Kingdom as at August 31, 1968. All persons or firms holding stocks (including firms holding stocks on behalf of clients abroad) are requested to make returns. Two forms are being sent out – one relating to raw wool and hair (all types), woolled skins, noils, combing wastes, mungo and shoddy, wastes, rags and hosiery clips and overlocks – the other to tops of wool, hair, or man-made fibres.

Census forms were posted on August 15, and any firm holding stocks of these materials which has not received a form is requested to communicate with the Bureau, 5th Floor, Lloyds Bank Chambers, Hustlergate, Bradford, 1 (Tel. Bradford 21503).

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during July 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	1	1,176	1,177
£1,000 and under £10,000	—	505	505
£10,000 and under £50,000	—	84	84
£50,000 and under £100,000	—	8	8
£100,000 and under £1,000,000	1	4	5
£1,000,000 and above	—	1	1
Total number	2	1,1778	1,780
Total amount of Nominal Capital	'000's £240	'000's £4,508	'000's £4,748

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693	1,546	3,735
July	2,406	19,923	1,780	4,748
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

Orders in the textile and clothing industries

IN THE second quarter of 1968 net new orders received were 7 per cent more than in the first quarter and deliveries were 3 per cent more. Order books at the end of June were 7 per cent higher than at the end of March.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter*	129	125	106	104	95	97
1967 April	106	105	99	89	94	88
May	108	104	92	88	85	86
June	107	104	89	88	92	93
July	102	102	72	88	85	93
August	100	103	74	96	80	90
September	100	105	97	99	98	91
October	104	106	112	94	101	91
November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January	115	114	87	92	86	90
February	115	116	101	96	98	93
March	117	117	109	103	104	99
April*	121	120	101	101	91	94
May*	128	123	115	106	97	94
June *	129	125	101	105	98	104

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (b) At constant (average 1958) prices. *Provisional.

Production in the cotton and wool textile industries

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in June was 10 per cent more than in June 1967. If the two months May and June are taken together to eliminate the effect of the changing incidence of the spring holiday, the volume of production was 11 per cent more than in the corresponding months of 1967.

Statistics issued by the Textile Council show that in the period January-June the amount of cloth woven was 1 per cent less than in the first six months of 1967. Production of single yarn was 3 per cent more and the amount of yarn doubled 6 per cent more.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·0	10·3

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

The Rembrandt Twin, a new fully furnished and equipped twin-unit mobile home, 29ft. 6in. long and 16ft. wide, will spearhead the new drive by Fairview Caravans, of Harwich, to increase their exports throughout western Europe. The company has for a number of years been pioneering the sale of their leisure homes and mobile homes in Holland, Belgium, France, Germany, Switzerland, Luxembourg, Italy, Denmark, Sweden, Norway and Eire, and in the last 10 months has sold a total of 215 units valued at about £150,000. Fairview are planning to widen their field of operations abroad and are at present negotiating in Austria, Syria, Libya and Kenya for agents to represent them.

THE VOLUME of production in the wool textile industry in June was 2 per cent less than in June 1967. If the two months May and June are combined to eliminate the effect of the changing incidence of the spring holiday, the volume of production was 6 per cent more than in the corresponding months of 1967.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 13 per cent and 4 per cent more respectively than in June 1967. The rate of production of wool and hair tops was 7 per cent more and of man-made fibre tops 33 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
1967 April	31·6	18·0	5·1	26·7	16·7	12·5	10·8	1·8
May	31·9	18·3	5·2	26·3	17·3	15·0	11·1	1·8
June	33·2	19·3	5·4	27·1	17·7	15·1	11·6	2·0
1968 April	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3
May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (*a*)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1967	5·63	12·85	4·51	6·92	14·96	18·91	0·84	25·95
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·77	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73
4th qtr.	4·60	11·08	3·90	6·16	13·92	17·60	0·72	23·14
1968								
1st qtr.	5·66	14·33	4·53	7·09	15·33	19·84	1·07	26·59
2nd qtr.	6·43	14·71	4·69	7·19	16·29	20·30	1·05	28·46

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

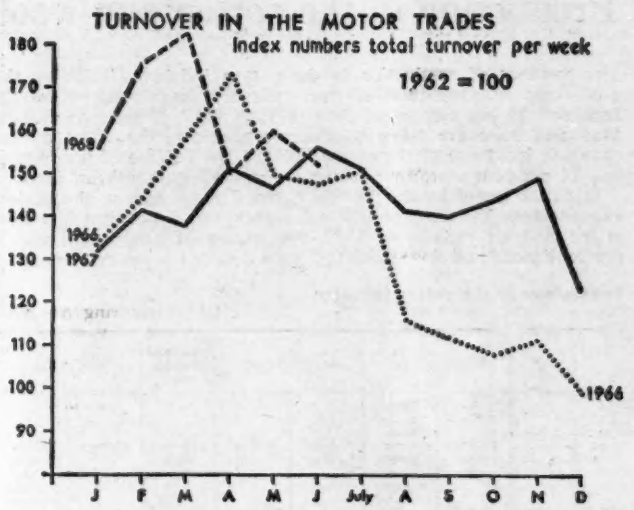
Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Turnover of motor trades in June

THE TOTAL TURNOVER of the motor trades in June was 3 per cent less than in June 1967. This decrease combined with the small fall for April and the rise of 9 per cent for May made the second quarter as a whole only 1 per cent higher than a year earlier. In view of the price increases over this period there has clearly been a fall in the volume of sales. The increase of 1 per cent in the value of sales as compared with the second quarter of 1967 was in contrast to the much higher increases on a year earlier in each of the preceding three quarters.

Sales of new vehicles in the second quarter were by value 7 per cent lower than a year earlier in marked contrast to the rises of 41 per cent for the first quarter and 72 per cent for the fourth quarter of last year. Sales of secondhand vehicles were by value 6 per cent lower than a year earlier, again in contrast to large increases in the preceding quarters.

Sale of petrol, oil, etc., and receipts from servicing and repairs in June were 9 per cent higher than in June 1967, a smaller increase than those recorded in recent months. For the first half of 1968 as a whole the increase on a year earlier was 12 per cent compared with an increase of 5 per cent between 1966 and 1967. Some part of the 12 per cent increase was accounted for by rises in prices, for example, increased duty on petrol; and demand this year for replacement tyres and seat belts was high.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	109
(£2,979 million)	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	163(b)	172	154			156	176	183	150	160	151						
	1967	+7	—6	—3	+15	+30	—1	—2	—13	—12	—2	+4	+1	+22	+25	+33	+34	+24
	1968	+13(c)	+26	+1			+18	+24	+33	—1	+9	—3						
Analysis of Turnover:																		
Sales of new motor vehicles	1964	143	154	167	132	118	136	158	116	185	157	160	148	122	128	123	142	95
(£1,119 million)	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	176 (b)	204	148			185	209	214	136	165	144						
	1967	+7	—16	—10	+24	+72	—10	—10	—25	—29	—2	+5	—7	+47	+53	+74	+77	+66
	1968	+16(c)	+41	—7			+33	+39	+48	—15	+6	—11						
Sales of secondhand motor vehicles	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
(£368 million)	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	150(b)	158	142			125	174	173	142	149	137						
	1967	+12	—8	—2	+37	+38	—6	—3	—12	—6	—7	+7	+15	+47	+54	+52	+47	+17
	1968	+9 (c)	+27	—6			+19	+30	+31	—4	+4	—13						
All other sales and receipts	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
(£1,292 million)	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	157(b)	151	164			144	147	160	165	161	164						
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+12(c)	+11	+12			+5	+8	+19	+15	+14	+9						

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by June 1968, turnover was the five weeks from May 26, 1968, to June 29, 1968; the corresponding period in 1967 was from May 28, 1967, to July 1, 1967.
(b) Index numbers for period January to June 1968.
(c) Percentage change for period January to June 1968, compared with the corresponding period of 1967.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them.

The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Machine tool exports rise: home deliveries fall

IN THE LATEST figures for metal-working machine tools issued by the Ministry of Technology, provisional* export deliveries show a seasonally adjusted total of £27 million for the first six months of 1968, an increase of 15 per cent over the corresponding period of 1967.

Home deliveries for the same period are £45 million, representing a 20 per cent decrease over 1967. This pattern of growing export deliveries, accompanied by a decline in home deliveries, follows the general trend since the latter half of last year.

Total net new orders for the half-year are estimated at £75 million, a 5 per cent increase on the 1967 period. This is entirely confined to home orders, which have risen by 8 per cent. However, since this rise appears mainly in the first quarter of the six-month period, it cannot be taken as firm evidence of any trend.

Export new orders remain at £26 million, showing no change over the 1967 period. Both home and export new orders have shown a decline between the first and second quarters of this year. Part of this decline is to be expected since purchasers may have decided to wait for the International Machine Tool Exhibition in early July. The orders taken at the exhibition are not yet reflected in these figures.

There has been a slight improvement in total orders on hand in the industry over the year, at £92.5 million for the end of June, compared with £90.7 million at the end of December. (The apparent drop in orders on hand since publications of the last Ministry figures is the result of a greater amount of these orders being delivered in the first quarter than was reflected in the earlier provisional figures.)

Home market

The seasonally adjusted home deliveries have shown little change over the months March to June, although there is a decline between the first and second quarter of this year. The average monthly level of deliveries for the first half of 1968 is nearly 20 per cent below the 1967 level.

The figures of home new orders for the last few months show no signs of any recovery. The second quarter shows a decline of 14 per cent on the level of the first quarter, although, as has been

(*Continued on page 557*)

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries, and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal-working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·2
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter*	32·9	12·7	20·2	94·4	42·7	51·7	34·0	12·2	21·8
3rd quarter									
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April*	10·0	4·0	6·0	93·8	42·6	51·2	10·5	3·3	7·2
May*	11·7	4·6	7·1	95·7	43·2	52·5	13·6	5·3	8·3
June*	11·2	4·1	7·1	94·4	42·7	51·7	9·9	3·6	6·3
July									
August									
September									
October									
November									
December									
July 1967 – June 1968*	149·6	49·5	100·1	94·4	42·7	51·7	149·2	57·9	91·3
July 1966 – June 1976	153·8	46·1	107·7	94·9	34·3	60·6	140·0	50·1	89·9
Percentage change	—3	+7	—7	N/C	+24	—15	+7	+16	+2

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

MACHINE TOOL EXPORTS, *continued*

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter*	34·3	13·9	20·6	92·5	40·4	52·1	32·8	11·0	21·8
3rd quarter									
4th quarter									
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
Ovtober	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April*	11·5	4·8	6·7	92·8	41·8	51·0	10·1	3·2	6·9
May*	11·4	4·6	6·8	94·2	41·6	52·6	12·8	4·4	8·4
June*	11·6	4·5	7·1	92·5	40·4	52·1	9·9	3·4	6·5
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	11·5	4·6	6·9	92·5	40·4	52·1	11·0	3·7	7·3
Average of the previous 3 months	12·4	4·3	8·1	94·1	43·4	50·7	13·5	5·0	8·5
Percentage change	—8	+7	—15	—2	—7	+3	—19	—26	—14

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter				New orders received during the quarter			
	Total		For Export		Total		For Export	
	No.	Value £'000	No. (1)	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904	460	7,413	141	2,793
1967	458	7,503		2,534	469	10,429	101	3,688
1966 1st qtr.	54	728		25	118	1,814	35	569
2nd qtr.	90	1,026		137	145	2,131	55	961
3rd qtr.	85	1,061		392	111	1,961	33	868
4th qtr.	94	1,346		350	86	1,506	18	395
1967 1st qtr.	93	1,324		322	89	1,745	12	509
2nd qtr.	112	1,385		308	124	3,577	36	2,135
3rd qtr.	114	2,172		936	121	2,473	23	510
4th qtr.	139	2,622		968	135	2,635	30	532
1968 1st qtr.	157	3,322	35	860	91	2,075	11	222
2nd qtr.								
3rd qtr.								
4th qtr.								
1968 Jan.-Mar.	157	3,322		860	91	2,075	11	222
1967 Jan.-Mar.	93	1,324		322	89	1,745	12	509
Percentage change	+69	+151		+167	+2	+19	—8	—56

Notes: (1) Prior to 1968 numbers were not collected.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

said, this may result from firms putting off their orders until after the exhibition.

With deliveries generally below new orders, home orders on hand have risen about 5 per cent above the level at the end of 1967, and, at the low average rate of deliveries recorded this year, this represents about seven months' work.

Export market

The seasonally adjusted export deliveries have remained at roughly the same level over recent months although the second quarter shows a 7 per cent increase over the first quarter of 1968. The average monthly level of deliveries during the first half of the year is 15 per cent above the level of the same period of 1967.

Export new orders have declined between the first and second quarters of the year, although this, too, may be partly affected by the imminence of the exhibition. In spite of this decline, however, there is little difference between the average level for the first six months of this year and the level for the same period in 1967.

The combination of high export deliveries and low orders have produced a slight decline in export orders on hand in comparison with the level at the end of March. The order book at the end of June represents about nine months' work for the industry.

Numerically controlled machine tools

Figures of deliveries and orders for numerically controlled machine tools in the first quarter of 1968 are given in Table 3. The value of total deliveries continues to rise and shows an 80 per cent increase for the first quarter over the average level for the whole of 1967. Deliveries of numerically controlled machine tools during this quarter represent about 8½ per cent of total deliveries of all types of machine tools, compared with 5 per cent in 1967.

Export deliveries declined slightly from the level reached in the latter half of 1967, but were still one-third higher than the average 1967 level. Home deliveries rose again, representing nearly 10 per cent of total deliveries of machine tools to the home market by the United Kingdom industry.

Total new orders received in the first quarter show a 20 per cent increase on the first quarter of 1967, but are 20 per cent below the average level for 1967 as a whole, and represent 5 per cent of total orders for all types of machine tools.

New export orders are at their lowest since the figures were first collected, but home orders continue at roughly the same level as in the second half of 1967, representing about 7½ per cent of orders for all types of machine tools.

Index of Production for June

THE INDEX of industrial production for June 1968, seasonally adjusted, is estimated provisionally at 139 (1958=100) compared with a figure of 138 for May. For manufacturing industry alone the figures were 142 and 139 respectively.

For the three months April-June 1968 it is provisionally estimated that production as a whole was 0.8 per cent higher than in the preceeding three months, January-March 1968; for manufacturing industries alone there was an increase of 1.3 per cent.

Detailed tables will appear in next week's *Journal*.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for June 1968, prepared by the Ministry of Commerce is 143 (1963=100). This is 4 points higher than for May 1968 and 10 points higher than for June 1967.

The index numbers for the main industrial groups with the increase on June 1967 shown in brackets are; textiles 161 (+22 points); clothing 121 (+14); engineering and metals 135 (+3); food, drink and tobacco 118 (+3); timber and furniture 123 (+7); mineral products 158 (+22); other manufacturing industries 189 (+8) gas, electricity and water 114 (+2).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, August 16, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Red and Blue	Br/E 33448	35	August 12	United Artists Corp. Ltd.	Holly Productions Ltd.
Pathe Pictorial Series 703/715:					
Pathe Pictorial No. 713	Br/E 33459	8	August 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 714	Br/E 33460	9	August 15	" "	" "
A Place to Stand	Br/E 33461	19	August 16	Columbia Pictures Corp. Ltd.	T.D.S. Film Productions Ltd. on behalf of the Government of Ontario, Canada.
The Bofors Gun	Br/E 33462	107	August 16	Rank Film Distributors Ltd.	Universal Pictures Ltd.
The Syndicate	Br/E 33463	63	August 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-65	Br/E 33395	8	August 16	" "	" "
Pathe News 68-66	Br/E 33396	7	August 16	" "	" "
Movietone News 2044	Br/E 33343	8	August 16	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2044A	Br/E 33344	8	August 16	" "	" "
FOREIGN					
All Teed Off	F 33441	7	August 12	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
The Plastic Blaster	F 33442	7	August 12	" "	" "
The Monsterizer	F 33443	7	August 12	" "	" "
The Junker	F 33444	7	August 12	" "	" "
Hate for Hate	F 33445	79	August 12	Metro-Goldwyn-Mayer Pictures Ltd.	West Film S.r.l. Rome
The Impossible Years	F 33446	98	August 12	" "	Martin Productions Inc.
Stefania	F 33447	95	August 12	Aphrodite Film Distributors	Finos Films, Athens
King of Hearts	F 33449	101	August 13	United Artists Corp. Ltd.	Fildebroc, S.r.l. Paris.
The Detective	F 33450	114	August 13	Twentieth Century-Fox Film Co. Ltd.	Arcola-Millfield Productions and Twentieth Century-Fox Film Corp.
Helga	F 33451	80	August 15	Eagle Films Ltd.	Rinco Film, Munich.
Shadows of Our Forgotten Ancestors	F 33452	95	August 15	Contemporary Films Ltd.	Sovexportfilm, Moscow
The Tsar's Bride	F 33453	95	August 15	" "	" "
Petipa	F 33454	89	August 15	" "	Societe des Films Alkam, Paris.
Un Chien Andalou	F 33455	20	August 15	" "	Les Grands Films Classiques, Paris.
Bach to Bach	F 33456	6	August 15	" "	Contemporary Films Inc.
The Horse	F 33457	7	August 15	" "	Film Polski, Warsaw.
The Birds come to Die in Peru	F 33458	95	August 15	Rank Film Distributors Ltd.	Universal Productions (France), Paris.

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Exhibitions and Fairs

British jewellery industry well represented at New York show

A report from the British Consulate-General, New York

ADVERTISED as the world's largest jewellery show, the 1968 Retail Jewellers of America Annual Convention and National Jewelry Trade Show got under way on Sunday, August 4, at New York's Hilton and Americana Hotels. With an estimated 25,000 visitors, the majority of whom were buyers for the United States retail trade, this five-day show can provide the British exporter with an ideal stepping stone into the middle and lower price range of the American jewellery and giftware market.

What were the lessons learnt by the 39 British firms who exhibited this year, and how will this affect their approach to this market?

Mr. K. R. Hooper, sales director of D. A. Soley Ltd., who were selling exclusive 'one off' pieces priced from $100 to $1,000, said: 'This is our first venture in the United States and we have done better here in four days than in two weeks in Europe. The secret seems to be to bring in new designs, and we shall certainly be back next year.'

Other British exhibitors shared this view, but the reverse side of the coin was also seen. A manufacturer of watch cases and integral bracelets reported very slow business and commented that this seemed to be due to their very conservative designs. A glance at some of the jewellery worn by the American visitors to the show pointed up the difference.

The immediate deduction from these remarks is that basic market research on United States fashion trends is a must before one decides to venture into the market. A subscription to some appropriate United States consumer and trade magazines would go a long way to help in this respect.

Price was not mentioned by any of the British jewellery exhibitors as being either a handicap or an advantage. However, it was found to be a very important factor so far as cutlery, flatware, holloware, glassware and other gift lines are concerned. British manufacturers contemplating exhibiting next year would, therefore, be well advised to compare their prices with the American competition before finalizing their lines.

Four British exhibitors were dealing in precious and semi-precious stones and each one was able to report 'a very busy four days'.

The British exhibition was located in the Albert Hall in the Americana Hotel and included a British Jewellers' Association stand with Mr. F. W. Bibb, the director-general, in attendance. The exhibition was organized by the British Jewellers' Association and the Board of Trade under the joint venture scheme. The British Jewellers' Association interest is not surprising. Annual per capita jewellery sales in the United States are estimated at $12.50, based on total sales of $2.5 billion to a population of 200 million. Moreover, the market is increasing by between 10 and 15 per cent per annum.

Provided the United Kingdom exporter does some real homework and comes up with the right products at competitive prices, there is no doubt that participation in this show can lead to an effective penetration of this very tempting market. So far as this year's show was concerned, Mr. Bibb summarized: 'The majority of exhibitors did exceptionally well.'

Mr. Bibb estimates that the British exhibitors took orders to a total value of at least $750,000 and looks forward to bringing an even larger group of British firms next year to the show, which will be held at the same venue from August 3-7.

'Fashion from Britain' for Beirut

THE SECOND WEEK in September will see Britain's first major fashion and consumer goods promotion aimed directly at the lucrative Arab market.

'Fashion from Britain' will be held from September 9-14 in Beirut, one of the Middle East's principal trading centres, where a display of top-quality men's and women's fashions, together with other quality goods from Britain, will be on show.

The main fashion event will take place at the Phoenicia Hotel in the heart of the Lebanese capital. It will consist of a fashion exhibition, to be held from September 9-14, and a series of fashion shows on September 9, 10 and 11. In addition, several other British companies are planning activities in Beirut at this time.

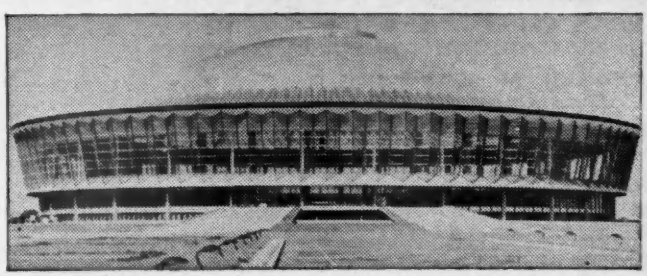
'Fashion from Britain' is the first of its kind to be organized in the Arab world by Britain. It has been set up to enable as wide a range as possible of British manufacturers and service industries to participate in and, aided by devaluation, profit from a demanding and responsive market.

As one of the principal purposes of the exhibition is to enable businessmen from Lebanon and the other countries of the Arab world to meet British exporters of fashion merchandise and consumer goods, special arrangements have been made at the Phoenicia Hotel to enable individual exhibitors to meet and entertain Arab buyers. An information centre will be established at the Phoenicia. This will provide business visitors with information as to which British companies, until now unrepresented in the Arab world, are seeking agents and buyers, and information on sources of supply.

The principal airlines serving Beirut, and in particular BOAC, BEA and Middle East Airlines, have made arrangements for business tours to Beirut from the United Kingdom and from individual Arab countries.

The clothing exhibition at the Phoenicia Hotel, which is the nucleus of the entire event, has been organized as a joint venture by the Board of Trade and the Clothing Export Council. The Central Office of Information (Exhibitions Division) will carry out the practical work of creating and setting up the exhibition, and have specially commissioned Mr. Eric Lucking as designer. Other organizations concerned with the project are the British National Export Council's Committee for Middle East Trade and the Middle East Association.

BRITISH INDUSTRIAL EXHIBITION · Bucharest ROMANIA



EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are cordially invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request, together with all other relevant information.

For full details of inclusive travel arrangements write, phone or call:

ROMANIAN NATIONAL TOURIST OFFICE. Tel: 930-8812
98-99 Jermyn Street, London, S.W.1.

Food exporters in New York

A report from the British Consulate-General, New York

NEW YORK in early August was a big attraction for British exporters, with British exhibits at both the National Jewelry Fair (see page 559) and the 14th annual National Fancy Food and Confection Show. The Food Show ran from August 4 to 7 with a record-setting number of exhibitors and international pavilions. The British pavilion was once again the largest international pavilion, and in addition many United States importers were showing British products on their stands.

Although Britain buys nearly 10 times as much food from America as she exports to the United States, British exports in 1967 were worth nearly $22 million and forecasts for 1968 show an increase of just under 20 per cent. If the comments made by the British exhibitors at this the United States largest (fancy) food show are borne out, we may be able to look forward to even better results than those forecast.

There were nine exhibitors in the British Pavilion and products being shown included; preserves, confectionery, biscuits, canned game, fish, vegetables and soups. In addition, outside the British pavilion United States importers were showing British tea, fruit squashes, cocktail snacks and sauces. Virtually all the British exhibitors were pleased with results and able to report healthy interest and a deeper penetration in the North American market through meeting agents and buyers from all over the United States and Canada.

One agent did comment on the old danger, still not sometimes realized, of exporters placing accounts with more than one distributor when trying to reach both the low cost supermarket chains and the higher cost fancy food shops. With high space costs in retailers, the quickest way to have a line dropped is to have it at a marked down price across the road.

Any new visitor to the show, and there were four new exhibitors in the British pavilion, must have been impressed by the standard of packaging. Packaging plays a very important role in the United States and it was therefore gratifying to note that a number of British products are now being specially packed for this market; however, further research in this direction would not be wasted.

The British pavilion was organized by the British Food Export Council in conjunction with the Board of Trade.

The United States fancy food industry has undoubtedly been influenced to a very great extent by European products. The result has been an increase and diversification in United States products and it is perhaps not surprising therefore that the executive secretary of the National Association for the Specialty Food Trade was able to report that during the 14 years that the show has run, the proportion of foods of foreign origin in the fancy food trade has dropped from 80 per cent to 45 per cent. Within this movement, however, the share held by British products has shown a very healthy increase.

Left: Discussing products exhibited on the Salomonsen Bakeries stand at the National Fancy Food and Confection Show, New York, are, left to right: Mr. R. Arculus, Director of Trade Development, British Consulate-General, New York; the proprietress of Pauline's Beauty & Gift Shop, Kreidersville, Northampton Pa; Mrs. E. Salomonsen; Mr. E. Salomonsen; and Mr. H. Larrett, British Food Export Council. Right: A selection of rings is examined by Mr. and Mrs. C. Schenkein (on right) of Adel Jewellers, Rapid City, South Dakota, at the RJA National Jewelry Trade Show, also in New York. Also in the picture, left to right, are: Mr. P. Jeffries and Mr. S. Stecker of Criton Jewellery Exports Ltd.; Mr. F. W. Bibb, director-general, British Jewellers' Association; and Mr. Arculus.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 - Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office*, 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583)

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

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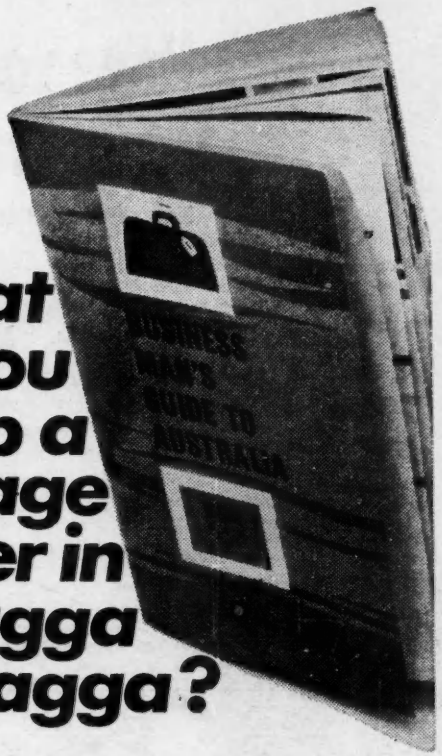

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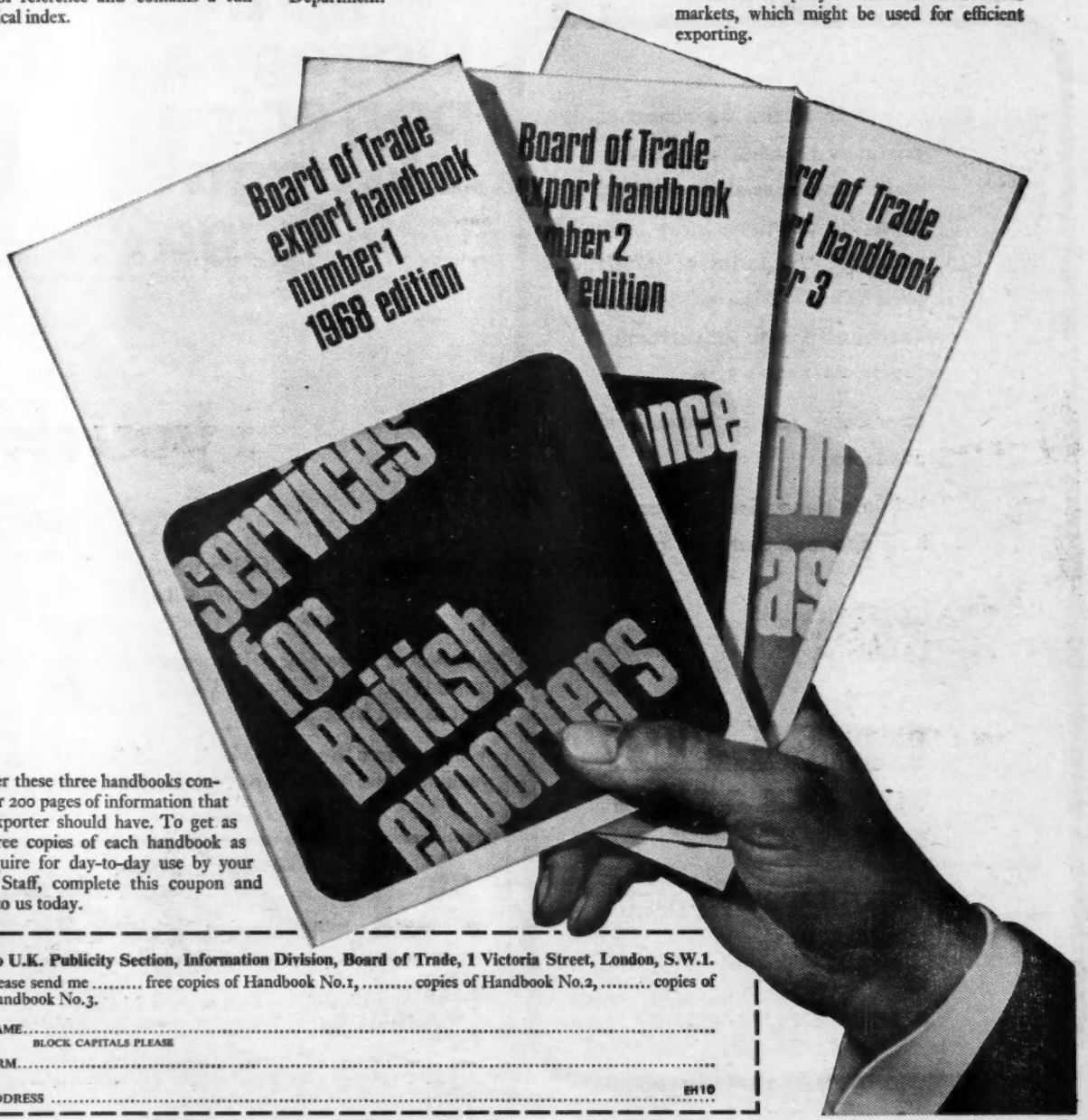
Have you got the 1968 editions of these Board of Trade Export Handbooks?

New revised editions of the three Handbooks have just been published.

No.1 'Services for British Exporters', is a comprehensive guide to the help on offer from Government and other organisations. The handbook is designed as a work of reference and contains a full alphabetical index.

No.2 'ECGD Credit Insurance and Financial Support Services', details the different forms of insurance and financial support available through the Export Credits Guarantee Department.

No.3 'Organisation for Overseas Marketing', is intended especially for use by chief executives and senior management as a systematic guide to the types of organisation, both within the company at home and in overseas markets, which might be used for efficient exporting.



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To U.K. Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Turkey and Rumania

IT WAS ANNOUNCED in the Turkish *Official Gazette* of June 12, 1968, that a new Trade Protocol had been signed in Ankara between Turkey and Rumania. The protocol covers the period from April 1, 1968, to March 31, 1969, and envisages a trade volume of $6.5 million. Important items in the list of goods to be imported from Rumania and quotas set aside for them are as follows:

Portland cement	$600,000
Machine oil	$350,000
Sodium carbonate	$500,000
Chemicals and drugs	$750,000
Synthetic rubber	$250,000
Papers	$1,415,000
Artificial and synthetic fibres suitable for textiles	$550,000
Machine tools for working metals and minerals	$450,000

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 466/7.)

UK aid to developing countries

Turkey

THE BRITISH AND TURKISH Governments have signed a loan agreement in Ankara for £1 million which will be used for the purchase of goods and services in the United Kingdom required for Turkey's economic development programme. The loan will be interest free, repayable over 25 years with a moratorium of two years staggered to seven.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 360, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting reference CRE 16970/G.

Double taxation

Sweden

THE BOARD of Inland Revenue announce that the supplementary protocol to the United Kingdom-Sweden Double Taxation Convention, which was signed on June 27, 1968, was published on August 14 as a schedule to a draft Order in Council.

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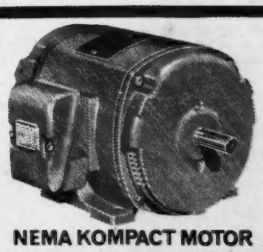

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For futher information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

Pharmacie Centrale Algerienne:
(164/68) Pharmaceuticals. September 15. E.S.B. 31867/68*
(164/68) Chemicals. September 15. E.S.B. 31868/68*

ARGENTINA

(159/68) Electrical Equipment for Agua y Energia Electrica. September 17. E.S.B. 30853/68.*
(160/68) Bridge Construction Scheme for Ministry of Public Works. (Advance Information.) E.S.B. 31197/68.*
(164/68) Construction of Aqueduct for Obras Sanitarias de la Macion. September 26. E.S.B. 31855/68.
Servacios Electricos Del Gran BA:
(160/68) Electrical Equipment. September 5. E.S.B. 30856/68.*
(160/68) Transformers. September 5. E.S.B. 30857/68.*
(160/68) Relays. September 5. E.S.B. 30854/68.*
(160/68) Street Lighting Equipment. September 10. E.S.B. 30908/68*
(160/68) Cable. September 10. E.S.B. 30909/68.*
(163/68) Cable. September 19. E.S.B. 31806/68.*
(163/68) Capacitor Banks. September 19. E.S.B. 31805/68.*
(164/68) Service Panel Boards. September 19. E.S.B. 31807/68.*
(163/68) Engineering Works. September 8. E.S.B. 31851/68.*

AUSTRALIA

(162/68) Construction of Motel for Department of Civil Aviation. (Further Information.) Tender documents now available. E.S.B. 30489/68,* 30490/68,* 30491/68.*
(160/68) Transformers for Electricity Commission of New South Wales. September 9. E.S.B. 30896/68.*
(163/68) Pipes and Fittings for Hydro Electric Commission of Tasmania. September 16. E.S.B. 31289/68.
Postmaster General's Department:
(159/68) Bells and Buzzers. (Further Information.) E.S.B. 28955/68.*
(162/68) Telephone Dials and Parts. (Further Information.) Tender documents now available. E.S.B. 30475/68.*
(162/68) Transmission Line for Southern Electric Authority of Queensland. September 26. E.S.B. 31265/68.*
(160/68) Transmission Line and Substation Structures for State Electricity Commission of Queensland. September 18. E.S.B. 30882/68.*
(160/68) Power and Control Cabling Installation for State Tender Board of Western Australia. October 24. E.S.B. 30942/68.*

BELGIUM

(162/68) Transreceivers for SHAPE. October 8. E.S.B. 31267/68.*

BOLIVIA

Corporacion Minera de Bolivia:
(163/68) Boots. September 4. E.S.B. 31293/68.*
(163/68) Grinding Balls. September 4. E.S.B. 31294/68.*

BRUNEI

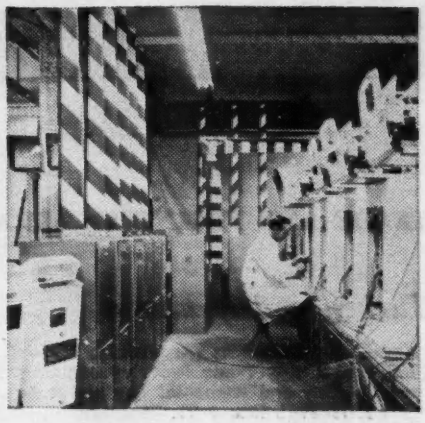
(164/68) Pipes and Specials for Public Works Department. (Further Information.) The closing date has been postponed to October 15. E.S.B. 27307/68.*
(164/68) Valves and Fittings for Tender Board. (Further Information.) The closing date has been postponed to October 15. E.S.B. 27308/68.

BURMA

(162/68) Testing Equipment for Electricity Supply Board. October 8. E.S.B. 31255/68.*
People's Oil Industry:
(162/68) Trucks. September 24. E.S.B. 31252/68.*
(162/68) Testing Equipment. September 23. E.S.B. 31253/68.*
(162/68) Gate Valves. September 23. E.S.B. 31259/68.*
(162/68) Transistor Checker; Voltmeter. September 20. E.S.B. 31260/68.*
(163/68) Marine Engines. September 30. E.S.B. 31809/68.*
(163/68) Bungs and Washers. October 1. E.S.B. 31810/68.*
(163/68) Oil Circuit Breakers. September 26. E.S.B. 31811/68.*
(163/68) MS Plates and Bars. September 26. E.S.B. 31812/68.*
Public Works Corporation:
(162/68) Concrete Mixers. September 30. E.S.B. 31257/68.*
(162/68) Tractor. September 30. E.S.B. 31261/68.*
(163/68) Grouting Machine; Concrete Vibrators. October 5. E.S.B. 31814/68.*
(164/68) Low Bed Loader/Fork Lift Truck. October 5. E.S.B. 31815/68.*
Union of Burma Railway Board:
(162/68) Metal Ingots; Lead Sheet, September 12. E.S.B. 31247/68.*
(162/68) Pig Iron. September 12. E.S.B. 31248/68.*
(162/68) Boiler Tubes. October 3. E.S.B. 31249/68.*
(162/68) Tube Flue Superheaters. October 3. E.S.B. 31250/68.*
(162/68) Superheater Elements. September 30. E.S.B. 31251/68.*
(162/68) V-Belting. September 12. E.S.B. 31254/68.*
(163/68) Railway Wheels and Tyres. October 3 and September 30. E.S.B. 31245/68.*
(163/68) Railway Wheels and Tyres. September 30. E.S.B. 31263/68.*
(163/68) Railway Wheels and Tyres. October 3. E.S.B. 31264/68.*

CEYLON

Ceylon State Hardware Corporation:
(164/68) Steel. September 23. E.S.B. 30920/68.*
(160/68) Grinding Wheels. September 10. E.S.B. 30921/68.*
Ceylon Transport Board:
(160/68) Hardboard. (Further Information.) Tender documents now available. E.S.B. 30106/68.*
(162/68) Trichloroethylene. (Further Information.) Tender documents now available. E.S.B. 30476/68.*
(164/68) Sanitaryware and Fittings for Co-operative Wholesale Establishment. September 10. E.S.B. 31856/68.
(163/68) Tyres and Tubes for Ministry of Finance. September 10. E.S.B. 31226/68.
Ministry of Health:
(161/68) Construction of Sewage Scheme. August 23. E.S.B. 31229/68.*
(162/68) Injections. September 24. E.S.B. 31228/68.*
Ministry of Local Government:
(161/68) Construction of Water Supply System for Kandy. October 4. E.S.B. 31239/68.*
(161/68) Construction of Water Supply System at Kegalle. September 27. E.S.B. 31220/68.*
(161/68) Construction of Water Supply System for Kolonnawa, Northern Area, September 27. E.S.B. 31221/68.*
(160/68) Tractors and Motor Grader for Sri Lanka Sugar Corporation. October 30. E.S.B. 30922/68.
State Engineering Corporation of Ceylon:
(161/68) VHF Radio Equipment. October 14. E.S.B. 31218/68.*
(162/68) Water Pumps. September 7. E.S.B. 31268/68.*



Venner automatic equipment for off-street car parks overseas is now complementing the 60,000 street parking meters so far exported by the company. Ticket dispensers, season card controllers and automatic barriers to be operated by the Hobart, Tasmania, City Council are among the units seen during the final assembly at the firm's New Malden factory. Similar equipment is already in use at some 50 municipal and privately operated off-street car parks in the United Kingdom.

CHILE

(160/68) Refrigerator Vehicles for Corporacion de Fomento de la Produccion. (Further Information.) The closing date has been postponed to August 29. E.S.B. 28604/68.*
(160/68) Electric Railcars for Ferrocarriles del Estado. November 29. E.S.B. 30955/68.

CYPRUS

(164/68) Valves; Steel Pipes; Water Meters for Treasury Tender Board. September 14. E.S.B. 31837/68.*

EL SALVADOR

(160/68) Gas Generating Plant and Equipment for La Proveeduria General de la Republica. September 13. E.S.B. 30950/68.*

ETHIOPIA

(163/68) Insulators for Ethiopian Electric Light and Power Authority. September 22. E.S.B. 31296/68.*

GREECE

(160/68) Steel Pipes for Ministry of Public Works. (Advance Information.) E.S.B. 30958/68.
Public Power Corporation:
(160/68) Adding Indicators. September 19. E.S.B. 30965/68.
(160/68) Gauges and Wattmeters, September 20. E.S.B. 30966/68.
(160/68) Gauges. September 18. E.S.B. 30967/68.
(162/68) Telephone Equipment. September 17. E.S.B. 31266/68.

INDIA

(162/68) Switchgear and Control Equipment for Assam State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 29140/68.*
Bhabha Atomic Research Centre:
(160/68) Rod Fishing Tools. September 16. E.S.B. 30959/68.*
(160/68) Core Barrel Assembly. September 17. E.S.B. 30960/68.*
(160/68) Drill Rods. September 18. E.S.B. 30961/68.*
(160/68) Rods. September 19. E.S.B. 30962/68.*
(164/68) Chemical Feed Pumps for Damodar Valley Corporation. October 17. E.S.B. 31854/68.
Director General of Supplies and Disposals:
(160/68) Core Shooting Machine. (Further Information.) E.S.B. 30440/68.
(160/68) Lathe. (Further Information.) E.S.B. 30823/68.*
(160/68) Cardiography Equipment. September 10. E.S.B. 30982/68.*
(160/68) Jolt Squeezing/Moulding Machine. September 27. E.S.B. 30984/68.*
(162/68) Rotary Drum Annealing Furnace. September 17. E.S.B. 31244/68.*
Hindustan Cables Ltd.:
(162/68) Tinning Equipment. (Further Information) Tender documents now available. E.S.B. 23623/68.*
(162/68) Workshop and Testing Equipment. (Further Information.) Tender documents now available. E.S.B. 30830/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

Hindustan Shipyards Ltd.:
(163/68) Hatch Covers. (Further Information.) **Tender** documents now available. E.S.B. 30090/68.*
(163/68) Hatch Covers. (Further Information.) Tender documents now available. E.S.B. 30091/68.*
(162/68) Route Relay Interlocking for South Eastern Railway. October 31. E.S.B. 31595/68.
(162/68) Trip Circuit Supervision Relays for UP State Electricity Board. September 10. E.S.B. 31243/68.*

IRAQ

(159/68) Operating Theatre Lamps and Bulbs for Central Foreign Purchasing Committee. September 29. E.S.B. 30888/68.*
Ministry of Defence:
(159/68) Two-Wheel Rollers. (Further Information.) Tender documents now available. E.S.B. 30077/68.*
(160/68) Radio Telephone Equipment. (Further Information.) This tender has been reissued and the closing date is now September 24. E.S.B. 11571/68.*
(160/68) Printing Materials. (Further Information.) This tender has been reissued and the closing date is now September 28. E.S.B. 21659/68.*
(160/68) Carbon Steel. September 17. E.S.B. 30881/68.
(160/68) Potassium Hydroxide Flakes. September 17. E.S.B. 30884/68.
(160/68) Radio Relay Equipment Spares. October 1. E.S.B. 30885/68.
(160/68) Power House Equipment and Materials for Ministry of Municipalities and Works. October 22. E.S.B. 30894/68.*
(160/68) Sulphur for Ministry of Oil and Minerals. (Further Information.) Tender documents now available. E.S.B. 29146/68.*

IRISH REPUBLIC

(160/68) Construction of Houses for National Building Agency Ltd. September 17. E.S.B. 30983/68.

KENYA

(160/68) Radio Systems for East African Posts and Telecommunications. (Further Information.) E.S.B. 29691/68.

KUWAIT

Central Tenders Committee:
(164/68) Generating Set. September 17. E.S.B. 31822/68.*
(164/68) Cables. September 15. E.S.B. 31823/68.*
Ministry of Public Health:
(164/68) Pharmaceuticals. October 1. E.S.B. 31826/68.*
(164/68) Pharmaceuticals. October 6. E.S.B. 31827/68.*
(162/68) Construction of Sewage Pumping Station for Ministry of Public Works, Roads and Sewerage Department. (Pre-qualification Information.) E.S.B. 31538/68.*

LEBANON

(163/68) Message Magnetic Tape Stores for Directorate of Civil Aviation. September 7. E.S.B. 31816/68.*

LIBYA

(163/68) Construction of Electrical Distribution Network for General Electricity Authority. September 12. E.S.B. 31290/68.

MALTA

(163/68) Cable for Malta Electricity Board. October 1. E.S.B. 30449/68.
Treasury:
(162/68) Cotton Drill. September 19. E.S.B. 31279/68.*
(163/68) Homogenizer. September 19. E.S.B. 31281/68.*
(163/68) Injections. September 19. E.S.B. 31282/68.*
(163/68) Diesel Engines. September 19. E.S.B. 31280/68.*

MEXICO

(160/68) Overhead Line Equipment for Mexican Federal Electricity Commission. (Further Information.) The closing date has been postponed to September 18. E.S.B. 29644/68.*

MOROCCO

(163/68) Construction of Dam for Le Ministere des Travaux Public et des Communications. (Pre-qualification Information.) E.S.B. 31291/68.*
(160/68) Locomotives for Moroccan State Railways. (Further Information.) Closing date has been brought forward to September 12. E.S.B. 30451/68.*
(163/68) Locomotives for Office National des Chemins de Fer. (Further Information.) E.S.B. 30451/68.

MOZAMBIQUE

(160/68) Radio Beacons for Civil Aeronautical Department. September 5. E.S.B. 30913/68.
(159/68) Tank Lorries for Military Headquarters, Mozambique Engineering Co. September 4. E.S.B. 30900/68.
Posts, Railways and Transport Department:
(159/68) Construction of Goods Yard Enclosure. September 14. E.S.B. 30910/68.*
(159/68) Vehicle and Motor Spare Parts and Accessories. September 13. E.S.B. 30914/68.*
(159/68) Motor Spares. September 9. E.S.B. 30915/68.
(159/68) Motor Spares. September 9. E.S.B. 30916/68.*
(164/68) Communications Equipment. September 18. E.S.B. 31829/68.*
(164/68) Welding Machines. September 6. E.S.B. 31830/68.*
(164/68) Vehicles. September 5. E.S.B. 31831/68.*
(164/68) Electrical Equipment; Brake Unit Spare Parts. September 20. E.S.B. 31832/68.*
(164/68) Vehicle Spare Parts. September 6. E.S.B. 31833/68.*
(164/68) Aircraft Spare Parts. October 1. E.S.B. 31834/68.

NEW ZEALAND

(161/68) Building Project for Cabinet Works Committee. (Advance Information.) E.S.B. 30995/68.
(160/68) Valves for General Post Office. September 12. E.S.B. 30957/68.*
(160/68) Transformer Banks for Tenders Committee. October 8. E.S.B. 30956/68.*

NICARAGUA

(163/68) Meters for Ministry of Public Health. September 6. E.S.B. 31803/68.

PAKISTAN

(162/68) Urea Fertilizer Complex for Dawood Hercules Chemicals Ltd. (Pre-qualification Information.) E.S.B. 31503/68.*
(160/68) Creosote Oil for Railway Board. (Further Information.) Tender documents now available. E.S.B. 29470/68.*

PHILIPPINES, REPUBLIC OF

(164/68) Transmission Line Equipment for National Power Corporation. September 10. E.S.B. 31804/68.*

PORTUGAL

Air Force Procurement Department:
(162/68) Agricultural Tractors. (Further Information.) Tender documents now available. E.S.B. 29695/68.*
(162/68) Vehicles. (Further Information.) Tender documents now available. E.S.B. 29696/68.*
(162/68) Fire-fighting Equipment. (Further Information.) Tender documents now available. E.S.B. 29697/68.*

SOMALI REPUBLIC

(163/68) Cargo Handling Equipment for Somali Port Authority. September 26. E.S.B. 31286/68.*

SOUTH AFRICA

(163/68) Injections for Cape Provincial Tender Board. September 6. E.S.B. 31288/68.

State Tender Board:
(162/68) Garage Machinery. September 4. E.S.B. 31231/68.*
(162/68) Cranes. September 4. E.S.B. 31232/68.*

SUDAN

(160/68) Lead Sleeves for Controller of Stores. September 16. E.S.B. 30935/68.*
Sudan Railways:
(159/68) Timber. Closing date postponed to September 26. E.S.B. 25649/68.*
(160/68) Railway Tyres. September 12. E.S.B. 30934/68.*

SYRIAN ARAB REPUBLIC

(164/68) Construction of Oil Presses for Ministry of Oil, Electricity and Execution of Industrial Projects. September 7. E.S.B. 31877/68.
(162/68) Crane for Southern Zone Electricity Directorate. October 23. E.S.B. 31242/68.

TAIWAN

Central Trust of China:
(163/68) Sawing Machine. September 7. E.S.B. 31269/68.*
(163/68) Floating Roof Tank, Seal and Pipe Assembly. September 12. E.S.B. 31270/68.*
(163/68) Welding Electrode. September 6. E.S.B. 31272/68.*
(163/68) Mixers for Crude Oil Tank. September 10. E.S.B. 31271/68.*
(163/68) Bottling Plant. September 9. E.S.B. 31275/68.*
(163/68) Hot Line Tools. September 10. E.S.B. 31273/68.*
(163/68) Generators. September 30. E.S.B. 31278/68.*
(163/68) Lifts. September 6. E.S.B. 31277/68.*
(163/68) Lift. September 9. E.S.B. 31274/68.*
(163/68) Vehicles. September 13. E.S.B. 31297/68.*
(163/68) Steel Shot. September 13. E.S.B. 31299/68.*
(163/68) Railway Turnouts and Rails. September 23. E.S.B. 31504/68.*
(164/68) Lathe. September 9. Tender documents now available. E.S.B. 31849/68.*
(164/68) Die-making Machine. September 14. E.S.B. 31642/68.*
(164/68) Nickel. September 18. E.S.B. 31843/68.*

THAILAND

Thailand Tobacco Monopoly:
(162/68) Liquorice. September 4. E.S.B. 30996/68.
(162/68) Menthol. September 5. E.S.B. 30997/68.
(162/68) Manilla Board. September 6. E.S.B. 30998/68.

TUNISIA

(160/68) Pharmaceuticals for Pharmacia Centrale de Tunisie. October 15. E.S.B. 31167/68.*

TURKEY

(164/68) Printing Machinery and Equipment for Kara Kuvvetleri Komutanligi. September 20. E.S.B. 31844/68.*
Karayollari Genel Mudurlugu:
(164/68) Vehicle Spare Parts. September 13. E.S.B. 31862/68.*
(164/68) Filter. September 13. E.S.B. 31863/68.*
(164/68) Crawler Tractor Spare Parts. September 9. E.S.B. 31864/68.*
(164/68) Bearings. September 16. E.S.B. 31865/68.*
PTT Genel Mudurlugu:
(162/68) Telex Exchanges. December 20. E.S.B. 31214/68.*
(162/68) Transmitters. October 7. E.S.B. 31215/68.*
(160/68) Telecommunications Installations for State Railways Administration. October 4. E.S.B. 30873/68.*

(Continued on next page)

Robert Hough

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UNITED STATES OF AMERICA

(164/68) Fire Extinguishing Systems for Bureau of Reclamation. September 4. Tender documents now available. E.S.B. 31845/68.*

(160/68) Ball Valves for Sacramento Municipality Utility District. September 11. E.S.B. 30883/68.*

(163/68) Cranes and Equipment for United States Corps of Engineers. (Further Information.) The closing date has been postponed to August 27. E.S.B. 24195/68.*

URUGUAY

Administracion General de las Usinas Electricas y Telefonos:

(160/68) Electric Lamps. First call September 17; second call September 24. E.S.B. 30971/68.*

(160/68) Comptometers, Typewriters. First call September 12; second call September 20. E.S.B. 30972/68.*

UTE State Electricity and Telephones Board:

(161/68) Electrical Equipment. First call October 8; second call October 15. E.S.B. 30981/68.*

(161/68) Insulators. First call October 4; second call October 11. E.S.B. 30973/68.*

VIETNAM

(160/68) Pigment and Textile Auxiliaries Production Machinery and Plant for Industrial Development Centre. October 1. E.S.B. 30969/68.*

ZAMBIA

Central Supply and Tender Board:

(160/68) Trench Coats. September 13. E.S.B. 30945/68.*

(160/68) Surgical Dressings. September 13. E.S.B. 30946/68.*

Lusaka City Council:

(160/68) Paints. September 6. E.S.B. 30940/68.*

(160/68) Timber; Blockboard; Hardboard; Doors; Ceiling Board. September 6. E.S.B. 30985/68.*

(160/68) Cleaning Materials, Chemicals, Pesticides, Insecticides. September 6. E.S.B. 30986/68.

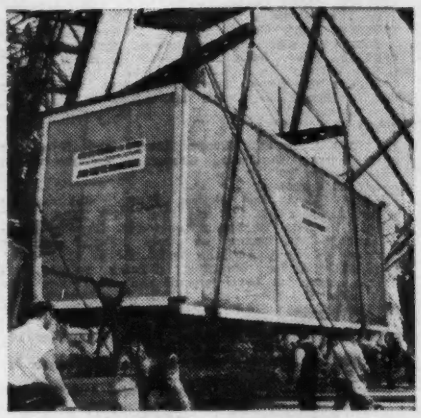
(160/68) Stationery. September 6. E.S.B. 30987/68.*

(160/68) Brushware. September 6. E.S.B. 30988/68.*

(160/68) Tools and Hardware. September 6. E.S.B. 30989/68.*

(160/68) Building, Plumbing and Glaziers' Materials. September 6. E.S.B. 30990/68.*

(160/68) Electric Lamps and Miscellaneous Items. September 6. E.S.B. 30991/68.*



A 79-ton cased turbine being delivered to Bangkok by Blue Funnel Line's cargo liner 'Stentor' for installation as the final main unit in the Ban Kapi Power Station. The cased turbine was manufactured by John Brown Engineering Ltd. of Clydebank to the design of the General Electric Company of the United States.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria

(159/68) Inquiry for conditioning plants. E.S.B. 31141/68.

Argentina

(163/68) Tender Regulations. E.S.B. 1113/G.

Australia

(161/68) Agency inquiry for mining equipment. E.S.B. 27005/68.

(161/68) Agency inquiry for shirts. E.S.B. 31406/68.

(159/68) Inquiry for audio frequency test equipment; heating aid components. E.S.B. 31098/68.

(159/68) Inquiry for drilling machines. E.S.B. 30774/68.

(161/68) Inquiry for electric blanket switches. E.S.B. 31023/68.

(161/68) Inquiry for frozen food cabinets; ice-making machines; micro-wave cookers; poultry; immersion freezers; refrigerated vending machines; truck refrigerators. E.S.B. 29738/68.

(163/68) Inquiry for vehicle automatic equipment. E.S.B. 31684/68.

(164/68) Inquiry for ball bearings; engineers small tools; gauges; machine tools; micrometers; refrigerator compressor wires. E.S.B. 31674/68.

(163/68) Special Advisory Authority Inquiry. C.R.E. 1171/68.

Australia – Waiver of British Preference

(160/68) Inquiry for insulated and sheathed copper cable. E.S.B. A/38/68.

(160/68) Inquiry for jumper coupling assemblies; power and control receptacles. E.S.B. A/41/68.

(160/68) Inquiry for magnet generator. E.S.B. M/41/68.

(160/68) Inquiry for relays. E.S.B. A/40/68.

(160/68) Inquiry for silicon impression material. E.S.B. M/37/68.

(160/68) Inquiry for single core bare aluminium conductor. E.S.B. A/37/68.

(160/68) Inquiry for speech emphasis indicators. E.S.B. M/38/68.

(160/68) Inquiry for tumbler drier. E.S.B. A/39/68.

(162/68) Inquiry for automatic blow moulding machine. E.S.B. S/41/68.

(162/68) Inquiry for cable boxes; cable markers; clamps. E.S.B. A/42/68.

(162/68) Inquiry for printing machine. E.S.B. S/42/68.

(162/68) Inquiry for valves. E.S.B. A/43/68.

(162/68) Inquiry for wire. E.S.B. S/40/68.

(163/68) Inquiry for boiler; glue spreader; hydraulic press. E.S.B. M/42/68.

(163/68) Inquiry for electrical tape. E.S.B. S/43/68.

(163/68) Inquiry for fumaric acid. E.S.B. M/43/68.

† For further details of the 'Export Service Bulletin' see page 564.

Bahamas

(159/68) Inquiry for guitar amplifiers; record players. E.S.B. 31069/68.

(160/68) Inquiry for data processing forms; office and school furniture. E.S.B. 31372/68.

(160/68) Inquiry for food supplies; building materials; hardware supplies. E.S.B. 31356/68.

Barbados

(159/68) Agency inquiry for carpets. E.S.B. 7564/68.

Belgium

(163/68) Inquiry for nails. E.S.B. 31434/68.

Bolivia

(163/68) Inquiry for lighting accessories; plastics. E.S.B. 31701/68.

Brazil

(161/68) Manufacture under licence – computers; television camera. E.S.B. 31361/68.

Burma

(163/68) Inquiry for alarm systems; safes; security devices; strong-room equipment. E.S.B. 31038/68.

Cameroon, Federal Republic of

(162/68) Inquiry for margarine plant; soap factory machinery; vegetable oil plant machinery. E.S.B. 29248/68.

(163/68) Payments of accounts. C.R.E. 9122/G.

Canada

(160/68) Agency inquiry for lamp parts and accessories. E.S.B. 31314/68.

(161/68) Agency inquiry for food compressor units; diesel engines. E.S.B. 28263/68.

(163/68) Agency inquiry for additives and flavours; Irish moss; modified starches; soya flour. E.S.B. 31387/68.

(160/68) Inquiry for ashtrays; florals; plaques; statuettes; table decorations. E.S.B. 31327/68.

(160/68) Inquiry for confectionery products. E.S.B. 31129/68.

(160/68) Inquiry for gauges; tool holders. E.S.B. 31371/68.

(161/68) Inquiry for geiger counters. E.S.B. 31160/68.

(162/68) Inquiry for glass or plastic sight glasses. E.S.B. 31333/68.

(163/68) Inquiry for ethylic alcohol distillery equipment; E.S.B. 31337/68.

(164/68) Inquiry for bolts and nuts; expansion joints; gaskets; hose and fittings; lubricants and sealings; pipes and fittings; pneumatic and hydraulic equipment; valves. E.S.B. 6420/68.

(163/68) Postal strike. C.R.E. 18069/G.

Ceylon

(159/68) Agency inquiry for bathing caps; cutlery; flatware; vacuum flasks. E.S.B. 30302/68.

(159/68) Inquiry for steel sheets and circles. E.S.B. 31146/68.

(162/68) Inquiry for printing and block-making machine. E.S.B. 31574/68.

Cuba

(163/68) Control of foot and mouth disease. E.S.B. 1209/G.

Dominica

(160/68) Agency inquiry for agricultural chemicals and equipment. E.S.B. 31075/68.

Finland

(160/68) Agency inquiry for drug raw materials; pharmaceuticals. E.S.B. 31142/68.

(160/68) Agency inquiry for capacitors; loud-speakers. E.S.B. 30709/68.

(168/68) Agency inquiry for petrol tanks; wet suits. E.S.B. 20793/68.

(160/68) Inquiry for socks. E.S.B. 31090/68.

France

(159/68) Agency inquiry for graphite electrodes. E.S.B. 23593/68.

(161/68) Agency inquiry for electro-acoustic equipment. E.S.B. 30651/68.

(161/68) Agency inquiry for guillotines; offset and web-offset machines. E.S.B. 31324/68.

(162/68) Agency inquiry for toys. E.S.B. 30207/68.

Germany, Federal Republic of

(159/68) Agency inquiry for conveyors; protective clothing; warehouse equipment. E.S.B. 30290/68.

(160/68) Agency inquiry for packaging machinery. E.S.B. 31145/68.

(161/68) Agency inquiry for cotton yarns. E.S.B. 31157/68.

(161/68) Agency inquiry for foodstuffs; tinned foods. E.S.B. 31312/68.

(162/68) Agency inquiry for ball clay; pottery printing machinery; pottery and ceramic raw materials. E.S.B. 31095/68.

(162/68) Agency inquiry for carpets; decoration materials; furnishing fabrics. E.S.B. 31461/68.

(162/68) Agency inquiry for industrial footwear. E.S.B. 31435/68.

(162/68) Agency inquiry for steel bar. E.S.B. 21561/68.

(163/68) Agency inquiry for fabrics. E.S.B. 31568/68.

(163/68) Agency inquiry for flow control valves; portion and metering pumps. E.S.B. 10058/68.

(164/68) Agency inquiry for foodstuffs. E.S.B. 28123/68.

(159/68) Inquiry for blast furnance slag; granite chips. E.S.B. 31174/68.

(159/68) Inquiry for computer; neutron flow measuring instruments; reactor controls. E.S.B. 30685/68.

(160/68) Inquiry for packaging materials. B.S.B. 31156/68.

(160/68) Inquiry for steel angle sections. E.S.B. 31369/68.

(161/68) Inquiry for tiles. E.S.B. 31175/68.

(162/68) Inquiry for flanges and fittings; steel pipes. E.S.B. 31682/68.

(162/68) Inquiry for labelling machines; machine tools; packaging machines. E.S.B. 31666/68.

(164/68) Inquiry for conducting aluminium; high tension leads. E.S.B. 31758/68.

(164/68) Inquiry for impregnated paper. E.S.B. 31659/68.

Guyana

(162/68) Inquiry for babies' and children's wear; burglar alarms; cutlery; electrical appliances; toys and novelty goods; women's dressing gowns. E.S.B. 9513/68.

Hong Kong

(163/68) Inquiry for furniture. E.S.B. 31663/68.

(163/68) Inquiry for industrial chemicals. E.S.B. 31652/68.

(163/68) Inquiry for sewing machines. E.S.B. 31600/68.

India

(162/68) Inquiry for invertors. E.S.B. 31539/68.

(162/68) Inquiry for metal plates. E.S.B. 31525/68.

Iraq

(164/68) Agency inquiry for cutters; hand tools; machine tools; threading dies; workshop machinery and tools. E.S.B. 29822/68.

Irish Republic

(161/68) Agency inquiry for wall cleaning and washing appliances. E.S.B. 31499/68.

Israel
(161/68) Agency inquiry for plastic moulding machinery; welding machinery. E.S.B. 30726/68.
(159/68) Inquiry for crushing machinery; incinerators; sacks. E.S.B. 30751/68.
(161/68) Inquiry for packaging machinery. E.S.B. 31149/68.
(162/68) Inquiry for stamping machine. E.S.B. 31558/68.
(160/68) Manufacture under licence and/or joint venture agreement – calorimeters; p.h. meters; spectrophotometers; transmitters. E.S.B. 30693/68.

Italy
(159/68) Agency inquiry for book binding machinery; office machinery; wrapping/addressing newspaper machines. E.S.B. 30799/68.
(160/68) Agency inquiry for diesel marine engines. E.S.B. 18452/68.
(161/68) Agency inquiry for computers and electronic equipment; presses. E.S.B. 31105/68.
(161/68) Agency inquiry for woollen fabrics. E.S.B. 31005/68.
(162/68) Agency inquiry for building materials; pipe fittings. E.S.B. 30640/68.
(162/68) Agency inquiry for flooring. E.S.B. 31077/68.
(163/68) Agency inquiry for electronic control equipment; tape recorders; television sets. E.S.B. 30630/68.
(163/68) Agency inquiry for paper. E.S.B. 31624/68.
(159/68) Inquiry for pharmaceuticals. E.S.B. 18484/68.
(161/68) Inquiry for machine tool measuring instruments. E.S.B. 29071/68.
(163/68) Inquiry for machines; machine tools. E.S.B. 31665/68.

Jamaica
(160/68) Agency inquiry for coffin furniture; dental equipment; laboratory glassware. E.S.B. 31048/68.
(161/68) Manufacture under licence – micro-wave ovens. E.S.B. 31096/68.

Japan
(161/68) Agency inquiry for suitings. E.S.B. 31101/68.
(164/68) Agency inquiry for elasticated material; golf shoes. E.S.B. 25373/68.
(162/68) Inquiry for wheel-balancing device. E.S.B. 30951/68.

Jordan
(159/68) Agency inquiry for duplicating machines. E.S.B. 28315/68.

Kenya
(162/68) Agency inquiry for children's wear; footwear; jewellery. E.S.B. 21085/68.

Kuwait
(162/68) Agency inquiry for hand tools; light industrial equipment; power tools; oil company supplies. E.S.B. 30755/68.

Lebanon
(159/68) Inquiry for ballpoint pen-making machinery and materials. E.S.B. 30331/68.
(160/68) Inquiry for plastic foam injection machine. E.S.B. 31323/68.

Libya
(162/68) Agency inquiry for tyres. E.S.B. 28245/68.
(162/68) Inquiry for suitcase accessories. E.S.B. 27711/68.

Malaysia
(159/68) Inquiry for mosquito netting. E.S.B. 22737/68.
(161/68) Inquiry for flange beams; joists. E.S.B. 30273/68.
(163/68) Inquiry for woollen and woollen/polyester serge. E.S.B. 29501/68.

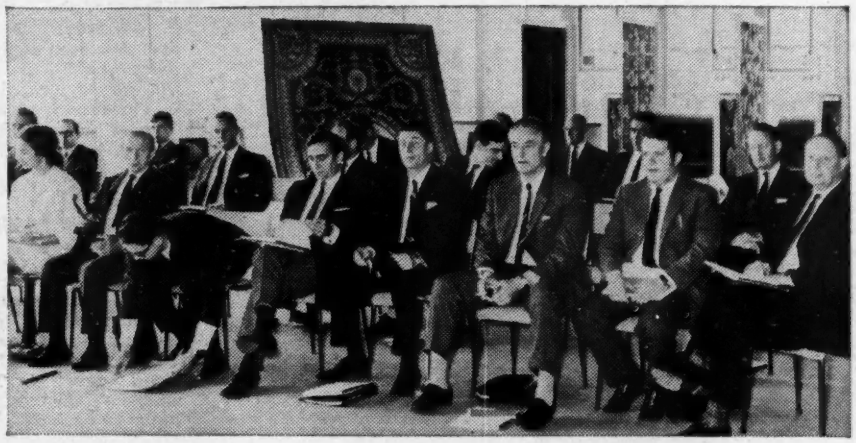
Mexico
(161/68) Inquiry for side-looking radar. E.S.B. 31382/68.
(163/68) Shipping documents. C.R.E. 2730/6/G.

New Zealand
(161/68) Inquiry for paper pleating machine. E.S.B. 31010/68.
(163/68) Inquiry for hooks; links. E.S.B. 31651/68.
(163/68) Inquiry for label-printing machine. E.S.B. 17534/68.
(163/68) Inquiry for lathes; wood shapers. E.S.B. 31616/68.

Nicaragua
(164/68) Inquiry for mimeograph paper. E.S.B. 31753/68.

Norway
(159/68) Agency inquiry for women's hats. E.S.B. 29265/68.
(159/68) Inquiry for tyre casings; wheel balance weights. E.S.B. 30739/68.

Poland
(160/68) Inquiry for cooling systems and radiators for motor vehicles. E.S.B. 31094/68.



During Gilt Edge Carpets' Third European Export Conference can be seen (in the front row, left to right): Mrs. Amann, Austria; Herr Beste, Germany; Mr. P. M. Palethorpe, European export manager, Gilt Edge Carpets; Mr. A. Ohaniantz, Belgium; Mr. d'Isidoro, France; Mr. Van de Harst, Holland; Mr. J. L. Baraga, Switzerland; and Mr. J. M. Grant, joint managing director, Gilt Edge Carpets.

Saudi Arabia
(159/68) Inquiry in respect of consultancy services. E.S.B. 30789/68.
(160/68) Inquiry for fun fair equipment. E.S.B. 9909/68.
(163/68) Inquiry for carpets; furniture; refrigerators; washing machines. E.S.B. 31672/68.

Singapore, Republic of
(160/68) Inquiry for engineering machinery and equipment. E.S.B. 31302/68.
(162/68) Inquiry for wrapping paper. E.S.B. 29579/68.

South Africa
(161/68) Agency inquiry for capacitors; connectors; motors; rotary switches; transformers. E.S.B. 31158/68.
(162/68) Agency inquiry for trimming material. E.S.B. 30231/68.
(164/68) Agency inquiry for textile waste. E.S.B. 31687/68.

Spain
(159/68) Inquiry for building materials. E.S.B. 21990/68.
(159/68) Inquiry for winding machines. E.S.B. 31313/68.

Sweden
(160/68) Agency inquiry for socks. E.S.B. 22367/68.
(159/68) Inquiry for floorings and floor coverings E.S.B. 31161/68.

Switzerland
(160/68) Inquiry for decorative paper and cardboards; metallized polyester foil. E.S.B. 30615/68.
(161/68) Inquiry for objets d'arts. E.S.B. 28726/68.
(162/68) Inquiry for skiing gloves; sports socks. E.S.B. 31439/68.
(163/68) Inquiry for steering wheels. E.S.B. 9185/68.

Thailand
(161/68) Agency inquiry for garage machinery and equipment. E.S.B. 31178/68.

Turkey
(162/68) Agency inquiry for chemicals. E.S.B. 27829/68.
(160/68) Inquiry for salt processing machinery. E.S.B. 31138/68.

United States of America
(161/68) Agency inquiry for binoculars; camping equipment; cycles; knives; leather goods; sports equipment; outboard motors. E.S.B. 27109/68.
(159/68) Inquiry for pets furnishings. E.S.B. 17218/68.
(160/68) Inquiry for capacitors; resistors. E.S.B. 31169/68.
(161/68) Inquiry for lenses. E.S.B. 30721/68.
(161/68) Inquiry for tape recorders and ancillary equipment. E.S.B. 29902/68.
(162/68) Inquiry for carbon resistors. E.S.B. 31076/68.
(162/68) Inquiry for magnetic alloy steel. E.S.B. 31602/68.
(162/68) Inquiry for steel bar stock. E.S.B. 31611/68.
(163/68) Inquiry for magnets; photo electric cells. E.S.B. 30223/68.

Venezuela
(161/68) Inquiry for rubber teats. E.S.B. 31124/68.
(163/68) Inquiry for prefabricated houses. E.S.B. 31172/68.

Zambia
(162/68) Agency inquiry for domestic electrical appliances. E.S.B. 30780/68.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interest to make the earliest possible contact before going abroad with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Transport in the EEC

THE *Journal Officiel des Communautés Européennes* No. L194 dated August 6, 1968, contained the text of a Regulation affecting the transport system in the EEC. The **Regulation, (CEE) No. 1174/68,** relates to the setting up of a forked tariff system for the transport of goods by road between the Member States.

The French text of this Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Harmonization of customs legislation in the EEC

THE *Board of Trade Journal* dated May 24, 1968 (page 1614) contained an announcement about a number of draft directives which had been submitted to the council for approval. One of these, concerning the harmonization of legislation relating to:

(a) customs control on goods coming into the customs territory of the Community;

(b) provisional warehousing system;

has now been approved, and its text, **Directive No. 68/312/CEE,** has been published in the *Journal Officiel des Communautés Européennes* No. L194 dated August 6, 1968.

The French text of this Directive may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Imports from non-member countries

THE *Board of Trade Journal* dated March 22, 1968 (page 938) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another Member State even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L198 dated August 10, 1968, contains the text of a number of Decisions amending the expiry date of the authority previously given to Italy to exclude from Community treatment imports from the listed third countries of the following goods.

Common Customs Tariff No.	Description of Goods	Amended Date of Expiry	Country of Origin
85.03	Primary cells and primary batteries (Decision No. 68/314/CEE) .	December 31 1968	Japan
Ex. 28.47 BII	Sodium bichromate (Decision No. 68/315/CEE)	December 31, 1968	USSR, Poland Rumania, Czechoslovakia Hungary
33.01A Ex. I	Essential oils of orange not terpenless (Decision No. 68/316/CEE) . . .	July 1, 1969	USA

The French texts of these Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations and Correctives, which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations and Correctives are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 1180/68 modifies Regulation No. 633/67/CEE (see *Board of Trade Journal* dated October 13, 1967, page 938) so far as it concerns the prefixed refunds applicable to exports of cereals in cases of *force majeure* and to exports of denatured soft wheat (*Journal Officiel* No. 195, dated August 7, 1968).

Regulation (CEE) No. 1206/68 completes Regulation (CEE) No. 1059/68 (see *Board of Trade Journal* dated August 9, 1968, page 434) which relates to refunds for the export of malt at the beginning of the 1968/1969 marketing year (*Journal Officiel* No. L197 dated August 9, 1968).

Regulation (CEE) No. 1216/68 determines the method to be used to establish the percentage of lactose contained in compound animal feedstuffs imported from third countries (*Journal Officiel* No. L198 dated August 10, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1192/68 modifies the annex to Regulation (CEE) No. 1100/68 (see *Board of Trade Journal* dated August 15, 1968) which establishes the methods to be applied for fixing in advance the export refunds in the milk and milk products sector (*Journal Officiel* No. L197 dated August 9, 1968).

Regulation (CEE) No. 1216/68 determines the method to be used to establish the percentage of lactose contained in compound animal feedstuffs imported from third countries (*Journal Officiel* No. L198 dated August 10, 1968).

The *Journal Officiel* No. L196 dated August 8, 1968, contains the texts of correctives to **Regulation (CEE) No. 804/68,** which establishes the common organization of the market for milk and milk products (see *Board of Trade Journal* dated July 12, 1968,

page 131) and **Regulation (CEE) No. 823/68,** which determines the groups of products and the special arrangements relating to the calculation of the levies in the milk and milk products sector (see *Board of Trade Journal* dated July 19, 1968, page 199).

EGGS AND POULTRY

Regulation (CEE) No. 1202/68 fixes, as from August 12, 1968, the supplementary amount to be levied on imports from third countries of eggs in the shell (*Journal Officiel* No. L197 dated August 7, 1968).

Regulation (CEE) No. 1204/68 fixes, as from August 12, 1968, the supplementary amount to be levied on imports from third countries of slaughtered poultry (*Journal Officiel* No. L197 dated August 7, 1968).

Regulation (CEE) No. 1205/68 fixes, as from August 12, 1968, the supplementary amount to be levied on imports from third countries of products in the poultry meat sector (*Journal Officiel* No. L197 dated August 7, 1968).

The supplementary amounts, as fixed by the above Regulations Nos. (CEE) 1202/68, 1204/68 and 1205/68, are published periodically in the *Journal Officiel*. Details of the Regulations fixing these amounts will not in future be published in the *Board of Trade Journal*, but current rates may be obtained on application to the address given above.

PROCESSED AGRICULTURAL PRODUCTS – YEAST

Regulation (CEE) 735/68 amended Regulation No. 83/67. In the case of yeast this amendment had the effect of indicating that levies would be charged on tariff item 21.06 AIII in addition to the other products covered by tariff heading 21.06A. A correction to Regulation 735/68 was published in *Journal Officiel* No. L196 dated August 8, 1968. This removes the footnote to item 21.06 AIII so that no additional levy is payable on it.

PIGMEAT

Regulation (CEE) No. 1185/68 cancels Regulation (CEE) No. 469/68 (see *Board of Trade Journal* dated May 3, 1968, page 1384) which defined the intervention measures to be taken in the pigmeat sector (*Journal Officiel* L195 dated August 7, 1968).

Regulation (CEE) No. 1214/68 fixes as from August 13, 1968, the supplementary amounts to be levied on imports from third countries of certain products in the pigmeat sector (*Journal Officiel* No. L198 dated August 10, 1968).

Regulation (CEE) No. 1215/68 fixes the export refunds in the pigmeat sector for the period beginning August 12, 1968 (*Journal Officiel* No. L198 dated August 10, 1968).

The supplementary amounts and the export refunds, as fixed by Regulations (CEE) Nos. 1214/68 and 1215/68 above, are published periodically in the *Journal Officiel*. Details of the Regulations fixing these will not in future be published in the *Board of Trade Journal*, but current rates may be obtained on application to the address given above.

Rules of competition

THE *Board of Trade Journal* dated August 2, 1968 (pages 350-1) contained a notice setting out the attitude of the Commission of the European Communities towards trading and research agreements between enterprises.

Regulation No. 27 (see *Board of Trade Journal* dated May 25, 1962) sets out the procedure to be followed for the notification of agreements to the Commission. Article 4 of this Regulation requires that applications for negative clearance of an agreement are made on Form A, whilst Form B is to be used for the notification of new or existing agreements, decisions or concerted practices made with a view to their exemption from the EEC ban on restrictive agreements. This practice has led to difficulties for firms wishing to combine an application for negative clearance with a notification aimed at obtaining exemption, in order to obtain a favourable decision from the Commission under one heading or the other. In the interests of firms Forms A and B are now to be replaced by a single Form A/B, which combines, without any changes of substance, the texts of the two individual forms.

Regulation (CEE) No. 1133/68, which modifies Article 4 of Regulation 27 and will implement this change, was published in the *Journal Officiel des Communautés Européennes* No. L189 dated August 1, 1968. Further details of this Regulation may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

The *Board of Trade Journal* dated August 12, 1966, contained an announcement about an application by the Community concern, Alliance de Constructeurs Français de Machines – Autils (French Machine Tool Manufacturers' Association) of Paris for negative clearance in respect of arrangements it has within the Community.

The Commission's decision on this application is contained in Decision 68/317/CEE, which was published in the *Journal Officiel des Communautés Européennes* No. L201 dated August 12, 1968. The following is a translation of this Decision, the French text of which may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). This translation must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages.

DECISION OF THE COMMISSION

of July 17, 1968

Concerning Procedure under article 85 of the EEC Treaty

(IV/25140 – Alliance de Constructeurs Français de Machines-Outils)

The Commission of the European Communities,
having regard to the treaty establishing the European Economic Community, and in particular article 85 thereof,
having regard to regulation number 17 of February 6, 1962 (1), and in particular article 2 thereof,
having regard to the notification submitted in accordance with article 4, paragraph 1, of regulation number 17, by the Joint Stock Company with variable capital 'Alliance de Constructeurs Français de Machines-Outils', Paris, France, with effect from April 9, 1964 and concerning the articles of association of the company and an agreement model concluded between the company and each of its shareholders for the purpose of establishing a joint export service, the said notification having been drawn up, according to information supplied by the interested parties on August 29, 1966, as a precaution in case the Commission should consider the articles of association and the agreement model to fall within the provisions of article 85, paragraph 1,
after consulting the Consultative Committee on restrictive trade agreements and domination of markets in accordance with article 10 of regulation number 17, on February 15, 1968.

I

Whereas the facts may be summarized as follows:

1. At the instigation of Ateliers GSP, Courbevoie, Seine, a joint stock company with variable capital was set up on March 16, 1961 under the name of Alliance de Constructeurs Français de Machines-Outils, for the purpose of establishing a joint export service for the benefit of the shareholders; a certain number of enterprises manufacturing machine tools became members. At present there are eight shareholders:
   Ateliers GSP, Courbevoie, Seine
   Société Gambin, Viuz-en-Sallaz, Haute-Savoie
   Ets. A. Huard, Paris, Seine
   Société Ramo, Niort, Deux-Sèvres
   Ets. Rouchaud et Lamassiaude, Limoges, Haute-Vienne
   Ets. Vernet, Dijon, Côte D'Or
   Ets. Arduino, Bordeaux, Gironde
   Ets. W. Gillet, Bordeaux, Gironde.

   Another undertaking, the Société Microrex, St-Etienne, Loire, although not a shareholder, makes use of the services of the Alliance under the same conditions as a 'represented company'.

   The shareholders are small or medium-sized undertakings; the Ateliers GSP are the largest with regard to number of employees, capital and turnover; the proportion of French machine tool exports at present represented by the shareholders taken together may be estimated at approximately 10 per cent.
2. Each shareholder (and the represented company has entrusted to the Alliance the exclusive right to canvass all markets save in France, allowing it full discretion, according to the terms of the individual contracts, to organize distribution without excluding or demanding any category of intermediary, subject to the necessary temporary measures. The Alliance undertakes not to promote products manufactured by competitors of its shareholders.
3. The Alliance negotiates either directly with users or through the medium of its agents or exclusive concessionaires. Sales are concluded in the name of the manufacturer, who establishes a price, and makes out the invoice and collects payment directly. The Alliance claims only its canvassing expenses.

(Continued on next page)

EEC, *continued*

Where a shareholder grants a manufacturing licence in a country, the agent of the Alliance in such country is instructed to negotiate the sale of machinery manufactured under licence.

4. Each shareholder undertakes not to manufacture or sell machinery which might compete with machinery manufactured by another shareholder; the same undertaking would be required of any new shareholder.
In fact at the time when the company was established, the members of the Alliance specialized in different types of machinery. Such specialization was not however necessarily the case; certain factories, particularly GSP, could have, and from the technical and financial point of view still might extend their manufactures, since most of the shareholders at present manufacture machinery working by metal removal, produced by similar manufacturing techniques.

5. The articles of association of the Alliance contain the provisions normal to companies with variable capital; a shareholder may withdraw from the company or sell his shares with the consent of the Board of Directors; if the Board withholds its consent, another purchaser must be designated; the general meeting may decide to exclude a shareholder failing to meet his obligations or engaging in activities incompatible with those of the Alliance.

II

Whereas a negative clearance can be issued in accordance with the provisions of article 2 of regulation number 17 if the Commission finds that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of article 85, paragraph 1 of the treaty in respect of the agreement formulated in the articles of association of the Alliance and in the contracts made between the Alliance and its shareholders;

Whereas article 85, paragraph 1 of the treaty stipulates that all agreements between undertakings, all decisions by associated undertakings and all concerted practices which may affect trade between Member States and the object or effect of which is to prevent, restrict or distort competition within the Common Market are incompatible with the Common Market and are prohibited;

1. Whereas the undertaking given by each shareholder to make use exclusively of the services of the Alliance for selling outside France products manufactured by itself or its licencees abroad does not in this particular case lead to a restriction of competition, and in fact the Alliance, acting as a joint body for canvassing markets, does not constitute an intermediate stage in distribution and its intervention in negotiations does not affect the interests of the users, to whom it is normally immaterial whether they negotiate with the Alliance or buy directly from the manufacturer;
Whereas finally this joint promotion of machinery which is not mutually competitive therefore does not seem bound to give rise to supplementary agreements or concerted practices between shareholders;

2. Whereas the undertaking given by each shareholder not to manufacture or sell products likely to compete with products already manufactured by another shareholder does not in this particular case constitute a restriction of competition falling within the scope of article 85, paragraph 1 of the treaty;
Whereas the members of the Alliance or some of their number possess technical knowledge and means of production and finance which would be needed to extend their manufacturing range;
Whereas however when the Alliance was set up the shareholders noted that their products consisted of machine tools of differing design and use, and they could therefore entrust to a joint service the task of canvassing export markets without fear that the Alliance would sacrifice the interests of one shareholder to those of another;
Whereas when the Alliance was set up the shareholders did not in fact discontinue manufacture of any of their current products, and this variety of manufactures should continue as a basis for the mutual confidence necessary for smooth functioning of the joint commercial service and as the most flexible condition for joint prospecting;
Whereas each member of the Alliance is at liberty to withdraw, although none has yet done so for the purpose of manufacturing machinery competing with that produced by the other members;
Whereas in fact the state of the machine tool market since the Alliance was set up does not justify attempts to diversify the range of machinery produced, but on the contrary tends to encourage specialization, and moreover no economic factor seems likely to alter this situation in the near future;
Whereas moreover the Alliance accounts for only a comparatively insignificant proportion of production and sale of machine tools in the Common Market, including importations from third countries;
Whereas the machinery produced by the shareholders of the Alliance is not intended for exceptional use and there is therefore a considerable number of manufacturers of competitive machinery outside the Alliance;
Whereas in consequence of all these factors the undertaking given by the shareholders not to manufacture or sell competitive products is unlikely to be detrimental to the interests of others;

3. Whereas no opposition has been put forward by third parties as a result of the publication made in implementation of article 19 paragraph 3 of regulation number 17 in the *Journal Officiel des Communautés Européennes* number 137 of July 27, 1966;

4. Whereas in these circumstances the information available to the Commission does not at present justify the view that the object or effect of the articles of association of the Alliance de Constructeurs Français de Machines-Outils or the agreements concluded between this company and each of its shareholders is to prevent, restrict or distort competition within the Common Market within the meaning of article 85, paragraph 1 of the EEC treaty; whereas at least one of the conditions for the application of that article is not satisfied and the negative clearance can accordingly be issued,

HAS TAKEN THIS DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85, paragraph 1 of the treaty establishing the European Economic Community in respect of the articles of association of the joint stock company with variable capital 'Alliance de Constructeurs Français de Machines-Outils' or of the contracts made between the Alliance and its shareholders or represented companies as reported in the notification of April 9, 1964.

Article 2

This decision is addressed to the Alliance de Constructeurs Français de Machines-Outils and to the following undertakings:

Ateliers GSP, Courbevoie, Seine
Société Gambin, Viuz-en-Sallaz, Haute Savoie
Ets. A. Huard, Paris, Seine
Société Ramo, Niort, Deux-Sèvres
Ets. Rouchaud et Lamassiaude, Limoges, Haute-Vienne
Ets. Vernet, Dijon, Côte D'Or
Ets. Arduino, Bordeaux, Gironde
Ets. W. Gillet, Bordeaux, Gironde
Société Microrex, St-Etienne, Loire.

Done at Brussels, July 17, 1968
by the Commission
The President
(signed) Jean Rey.

(1) See *Board of Trade Journal* dated March 9, 1962

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
938/67	Fixing refunds on processed products based on cereals and rice including compound animal feeding stuffs	1s. 6d. (1s. 9d.)
1043/67	On procedure for fixing basic quotas in the sugar sector	8d. (11d.)
1050/67	Fixing the amounts to be taken into consideration for the 1967/68 season, for adjustment of levies on imports and export refunds fixed in advance for paddy rice, long grained blanched rice and semi-blanched rice	1s. 0d. (1s. 3d.)
1051/67	Fixing the export refunds in the pigmeat sector for the period beginning on January 1, 1968	1s. 0d. (1s. 3d.)
1052/67	On the rules for giving effect to the production refund on olive oil used in the manufacture of certain preserved foods	8d. (11d.)
19/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
97/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
100/68	Altering the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
139/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
140/68	Altering the refunds applicable to exports of compound animal feeding stuffs based on cereals	8d. (11d.)
160/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
165/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
386/68	Determining the amounts of the variable components to be applied during the second quarter of 1968 to imports into Member States of goods to which Council Regulation No. 160/66 applies	17s. 6d. (18s. 3d.)

FRANCE

Import restrictions

THE *Board of Trade Journals* of July 5 (page 10) and July 12 (page 133) published details of new French import restrictions. For

Quota No. 4, Tariff number ex 55.05 the cotton count number was given as equal to or higher than 100. This figure refers to the metric count, and attention is drawn to the fact that the English equivalent for the cotton count is 59.05.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 363, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3310/2296).

Duty reduced quota for tanning extracts

THE FRENCH *Journal Officiel* of July 31 announced that a quota for the import of eucalyptus tanning extracts (Tariff No. ex 32.01D) at a reduced rate has been fixed at 12,500 kgs. net until December 31, 1968.

The conditions under which these imports will be admitted and the customs formalities to be observed, may be obtained at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text of this notice can be seen.

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of August 8 notified importers holding special licences that the following item should be added to the list of petroleum products imported under quota from all countries (see *Board of Trade Journal* of March 1, 1968, page 713).

Code No.	Tariff No.	Product
221	27.10 AIII ex b	Motor spirit and super grades

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of July 31 published a notice setting out the variable levies and maximum rates which apply from August 1, 1968, to certain foodstuffs for the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions are omitted but a condensed version can be seen in the *Board of Trade Journal* of August 11, 1967 (page 365).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Import restrictions

THE FRENCH *Journal Officiel* of August 9 published modifications (with immediate effect) to the list of goods subject to technical visas when imported into France. The following items should be deleted from the lists of goods needing technical visas published in the *Board of Trade Journal* of July 12, pages 133/134 under their respective headings:

Direction des industries diverses et des textiles

64.02 Footwear with outer soles of leather or leather substitutes; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material.

Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares and articles of glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass, including those for toys but excluding those for wear by humans; ornaments and other fancy articles of lamp-worked glass:

(*Continued on next page*)

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FRANCE, *continued*

Ex 70.19	A.III	Imitation precious and semi-precious stones.
Ex 70.19	IV.b.	Fancy or decorative glass smallware.
Ex 70.19	B.	Artificial eyes.
Ex 70.19	C.	Small glassware articles.

Direction des industries chimiques

		Glass beads, imitation pearls, etc.
Ex 70.19	A.I	Glass beads.
Ex 70.19	II	Imitation pearls.
	IV	Fancy or decorative glass smallwares, and articles of glassware made therefrom:
Ex 70.19		(a) glass grains (ballotini) for reflecting surfaces.
Ex 70.19	D.	Other.

Direction des industries mecaniques, electriques et electroniques

84.48	Accessories and parts suitable for use solely or principally with the machines falling within headings Nos. 84.45 to 84.47, including work and tool holders, self-opening die-heads, dividing heads and other appliances for machine-tools; tool holders for the mechanical hand tools of headings Nos. 82.04, 84.49 or 85.05.
Footnote (1) should be added to the following item:	
	Transmissions shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:
Ex 84.63	Other than crankshafts and camshafts for engines falling within sub-heading 84.06 (1).

(1) The technical visa formality is not required for imports of a value (either c.i.f. or franco-frontier) of Fr. 3,000 or more.

All inquiries should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Import licensing for some products

THE REGULATIONS imposing a licensing system on imports of steel, vehicles, domestic electrical appliances and some textiles into France from all sources were published in the *Board of Trade Journal* of July 5, 12 and 26.

Licences are issued to importers who should support their applications with information about the quantities imported in the prescribed base period in 1967. Licences for imports of vehicles, household appliances and textiles in the second half of 1968 will be divided into two batches, one for the third quarter and the other for the fourth; licences for iron and steel products will be issued more frequently. The system is designed to provide for a higher level of trade in 1968 than in 1967. Applicants for licences who concluded contracts before June 1, 1968, to import goods during the period of the quotas should produce evidence of them when making their applications, and will then be given priority.

The Commercial Department of HM Embassy in Paris has been told informally by the French authorities that provision will be made for new importers. The Embassy has made known to the French authorities its special interest in ensuring that supplies of goods subject to licensing, especially the textile items, are available in time for the British Week at Lille in October.

Applications for licences for the third quarter have already been submitted, and licences for steel, motor vehicles and domestic electrical appliances are being issued. There is some unavoidable delay over textile licences on account of the large number of applications and the need to improvise arrangements for dealing with them. It is expected that licences for the textile items will begin to issue late in August.

Applications for licences for all categories of goods subject to quota, covering imports to be made during the fourth quarter, will probably be invited at the end of September and the licences should issue towards the end of October.

It is stressed that applications for licences may only be made by the actual importers, but many United Kingdom exporters will wish to be aware of the procedure which their French customers must follow during the rest of this year. All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 423, 408 or 288).

SWITZERLAND

Special rates of duty for some commodities

THE SWISS Federal Department of Finance and Customs have announced the following additions to the list of commodities to which special rates of duty apply when imported for certain specified purposes, with effect from June 1, 1968:

Group 4

Tariff No.	Goods	Use	Preferential Rate (S.F. per 100 kg. gross)
2711.10	Petroleum gases for use in engines . .	Tests of new gas engines and turbines by their manufactureers on the test bench . . .	S.F. 0.30
2901.12	Hydrocarbons for use in engines . . .		

Note to Groups 1-4

4. The petroleum gases and other hydrocarbons of the above headings may be cleared through customs at the reduced rate as they are imported, provided they are delivered directly from the frontier, from a free port or a home refinery to the consumer, and that the latter has signed a guarantee accepted by the General Customs Directorate.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

PORTUGAL

Import tariff amendment

THE PORTUGUESE *Diaro do Governo*, First Series, No. 162 of July 10, 1968, published Decree Law No. 48480, amending the import tariff as follows with immediate effect:

Tariff No.	Description	Rates of duty ESC. per kg.			
		Old rate		New rate	
		Maximum	Minimum	Maximum	Minimum
25 30	Crude natural borates and concentrates thereof (calcined or not), but not including borates separated from natural brine; crude natural boric acid containing not more than 85% of H_3BO_3 calculated on the dry weight	0·80	0·24	Free	Free

The products covered by this item are already imported free of duty from EFTA countries.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

SPAIN

Duty reduction (glycerol)

IN THE *Board of Trade Journal* of February 2, page 348, it was announced that the Spanish authorities had reduced by 100 per cent the Transitory Duty of 5.5 per cent with regard to purified glycerol (tariff heading 15.11 B). This reduction has now been altered to 50 per cent.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Customs tariff (1)

IN THE *State Gazette* of July 27 the Spanish authorities announced the following modifications and additions to the capital goods appendix of their customs tariff. The reduced duties apply to imports of capital goods not manufactured in Spain and destined for basic installations of socio-economic interest.

Tariff heading	Description	Import Duty	Validity
84.11 C 2	Reciprocating compressors of more than 100 CV and centrifugal compressors of more than 2,500 CV, for petroleum or petrochemical plants, for mixing any kind of composition based on hydrogen and hydrocarbides	5%	1 year
84.15 B 2	Monobloc freezing groups with thermal engine for fitting in containers, lorries and railways wagons	5%	1 year
84.17 G	Complete evaporators for the manufacture of flake ice	5%	2 years
84.19 D	Machines for the automatic packing in boxes or bags of metallic packaging, with a process capacity of more than 100 units per minute	5%	2 years
84.21 A 3	Automatic spraying machines for applying vitreous enamel on household articles	5%	2 years
84.36 D	Automatic winding machines with automatic cop changing and automatic knotting	7·5%	1 year
84.45 C	Crosscutter machines, including those with tooth discs, weighing more than 4 tons	5%	1 year
84.45 C 10	Machines for making pipes from plate, to be formed on a fixed chuck and by a longitudinal displacement roller train	5%	2 years
84.45 C 14	End pipe forming machines with fixed piece broadening, rotary chuck with exclusively radial displacement and automatic cycle of operations	5%	2 years
84.46 A	Automatic cold glass working machines	5%	1 year
84.57 A and B	Automatic apparatus and machines for working hot glass and for glass manufacture	5%	1 year
84.57 B	Automatic machines for the assembly of electric, electronic and similar tubes and valves	5%	1 year
84.59 J	Automatic press and vulcanising machines for tyres and tube moulding	5%	2 years
90.28 C 8	Gas chromatograph and visible ultraviolet spectrophotometers, infrared and atomic absorption apparatus for measurement (by means of direct reading by apparatus registering on paper strip) of light absorption	5%	2 years
90.28 C 8	Special equipment for the cathodic protection of ship's hulls by printed circuits	5%	2 years

Customs tariff (2)

IN THE *State Gazette* of July 27 the Spanish authorities announced the following modification to Chapter 35 of their Customs Tariff:

Tariff heading	Description	Definitive duty	Transitory duty
35.02	Albumen, albuminates and other albumen derivatives	25%	23·5%

Anti-dumping duty

THE SPANISH authorities have announced the extension for a further year of the anti dumping duty of 1,000 pesetas per metric ton on iron or steel coils for re-rolling (Tariff heading 73.08).

Inquiries about these notices should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

GREECE

Imposition of agricultural import levies

PROVISIONS were announced in the Greek Government Gazette in August 1967 for the imposition of a levy on certain agricultural imports, whenever necessary, to maintain secure trading conditions for local produce.

This levy was to be collected together with import duties, and would represent the difference between:

(1) the lowest entry price formed under ordinary production and trading conditions and according to the actual cost of the product.

(2) the lowest international price at which the product is offered on import.

The first levies have now been announced and are as follows:

Poultry – 4.85 drachmae per kilo, with effect from September 19, 1967.

Butter – 20.20 drachmae per kilo, with effect from June 2, 1968.

Further levies will be published in the *Board of Trade Journal* as and when they are announced.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

CYPRUS

Postal rates by air mail

IT HAS BEEN brought to the notice of the Board of Trade by the Commercial Section of the British High Commission in Nicosia that they are receiving an increasing number of letters from British companies which are sent intentionally by air mail, but because of insufficient postage arrive by surface mail.

It should be noted that *an air mail letter to Cyprus requires ninepence postage*. Letters with only sixpence postage affixed are sent by surface route and can take up to three weeks to two months to reach Cyprus.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 (Ext. 2642).

Second Five-year Plan (1967/71)

THE BOARD OF TRADE has received copies of the Cyprus Second Five-Year Plan (1967/71) and a copy of this can be seen either at the Statistics and Market Intelligence Library, Room D27, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 368) or at the Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

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PORTUGUESE OVERSEAS PROVINCES (ANGOLA AND MOZAMBIQUE)

Amendment to customs tariff

THE *Boletim Oficial de Angola*, First Series No. 147 of June 22, 1968, and the *Boletim Oficial de Mozambique*, First Series, No. 26 of June 29, 1968, published Decree Law No. 48435, which amends the minimum import tariff in force in both countries, as follows:

Tariff heading	Description	Rate of duty – Esc. per Kg.	
		Old rate	New rate
87.02	Motor vehicles for the transport of persons, goods or materials (including sports vehicles, other than those of heading No. 87.09) Fitted with drivers' cabs, whether or not with mudguards, but not fitted with other body parts:		
02	Not specified	2.50	1.0
13	For the transport of goods or materials, not specified	12.50	11.0
87.04	Chassis fitted with engines, for the motor vehicles falling within heading No. 87.01, 87.02 and 87.03.		
04	Not specified	2.50	1.0

The notes to the tariff sub-headings 87-02-02 and 87-04-04 have been withdrawn.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1375, published in the Republic of South Africa Government *Gazette* of August 9, amends the Republic's customs tariff as follows:

I	II	III	IV	V
Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferential
69.11 By the substitution for subheading No. 69.11.10 of the following: 69.11.10 Toiletware or tableware (excluding sweetdishes and ash trays):				
.10 Cups	No.	25% or 4c. each		
.20 Saucers	No.	25% or 4c. each		
.90 Other	lb	25% or 1000c. per 100 lb.	25% or 585c. per 100 lb.	
69.12 By the substitution for subheading No. 69.12.10 of the following: 69.12.10 Toiletware or Tableware (excluding sweetdishes and ashtrays):				
.10 Cups	No.	25% or 4c. each		
.20 Saucers	No.	25% or 4c. each		
.90 Other	lb	25% or 1000c. per 100 lb.	25% or 585c. per 100 lb.	

Inquiries to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

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Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 474, published in the South African Government *Gazette* of August 16, contains an application to the Board of Trade and Industries for increase in duty on electric commercial refrigeration cabinets, incorporating or designed to be fitted with refrigerating units, such as ice cream conservators, chest-type freezers and frozen food merchandisers, from free of duty to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent respresentations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1585/68.

CEYLON

Import control notices: buying commissions in respect of imports

THE *Board of Trade Journal* of June 14, 1968, page 1830, gave details of Ceylon Import Control Notice No. 7/68. This notice has now been withdrawn and superseded by Import Control Notice No. 10/68, which reads as follows:

(1) Commissions up to 3 per cent will be allowed in future according to the merits of each case.

(2) Buying commissions will not normally be allowed in the following circumstances:
  (a) when an importer holds agency rights for the imports;
  (b) when imports are made by subsidiary or branch firms through parent firms or head offices abroad respectively;
  (c) when goods such as heavy machinery and other items of considerable value can be obtained direct from manufacturers.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

MALAYSIA

Customs tariff

THE MALAYSIAN GOVERNMENT is to adopt the Brussels Tariff Nomenclature (BTN) as a basis for its tariffs from January 1, next year. This was announced by the Controller General of Customs, Malaysia, on August 7, 1968.

At present the Malaysian Customs Tariff is based on the system of the Standard International Trade Classification compiled by the Economic and Social Council of the United Nations.

The Customs Duties Order 1968, shortly to be published, will be based directly on the BTN but it will come into force on January 1 next year.

It is understood that the new Order will incorporate the existing regional Customs Duties Orders applicable to West Malaysia, Sabah and Sarawak and the Malaysian Common Tariffs, and will reflect the rates of duty as at present in force.

SINGAPORE

Import control (1)

THE SINGAPORE GOVERNMENT *Gazette* dated July 15 publishes the Prohibition of Imports (General Licence) (Amendment No. 10) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following item:

48. Electrical conduit tubing and joints therefor, of base metal lined with insulating material.

The effect of this amendment is that a specific licence is no longer required for the above-mentioned item.

Import control (2)

THE SINGAPORE GOVERNMENT *Gazette* dated August 8 publishes the Prohibition of Imports (General Licence) (Amendment No. 12) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the addition of the following new items:

111. Rolled oats.
112. Prepared foods of cereals, obtained by swelling or roasting of cereals or cereal products.

The effect of this order is that these goods are now subject to import licensing.

Import control (3)

SINGAPORE NOTICE TO TRADERS No. 15 of 1968 dated June 29, announced that a quota of 75 per cent of 1967 imports had been imposed on safety razor blades for the period July 1, 1968, to September 30, 1968. Licences would be issued up to one quarter of the annual quota and would be valid until December 31, 1968.

Existing special import licences for safety razor blades were revoked unless such licences were covered by Letters of Credit established before June 29, 1968.

A notice stating that the importation into Singapore of razor blades was subject to special licensing appeared in the *Board of Trade Journal* dated June 14, 1968, page 1829.

AUSTRALIA

Tariff Board inquiry on breathing appliances

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of breathing appliances, etc. (Tariff item 90.18.39).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Rates of duty	
		General	Preferential
90.18	Mechano-therapy appliances, massage apparatus; phychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):		
90.18.3	Breathing appliances (including gas masks and similar respirators):	—	—
90.18.310	Of a kind designed to enable the wearer to breathe under water	7½%	Free
90.18.39	Other:	—	—
90.18.391	Of rubber	40% Primage 5%	12½%
90.18.399	Of other materials	55% Primage 5%	27½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1588/68.

Tariff Board inquiry on relays

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of relays (Tariff items 85.19.240, 85.19.290 and 85.19.100). This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
85.19	*Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (including switches, relays, fuses, lightning arrestors, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes): resistors, fixed or variable (including potentiometers), other than heating resistors: switchboards (other than telephone switchboards) and control panels:		
85.19.100	Devices for telephone or telegraph use, as follows: cable boxes, unprotected; devices for junctioning telephone and telegraph wires and cables; keys; lamp sockets for switchboards; protective apparatus; relays; resistance coils and spools	47½% Primage 5%	22½%
85.19.2	Apparatus for making and breaking electrical circuits not falling within sub-item 85.19.1:		
85.19.240	Relays for the automatic protection of, or operation of, generator, transformer, converter and feeder circuits for power-stations or sub-stations or for a similar purpose, and all relays of the induction type . .	7½%	Free
*85.19.250	Switches and relays for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1, 87.03.9 or paragraph 87.14.11	35%	27½%
85.19.290	Other	45%	22½%

*Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 11.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1584/68.

(*Continued on next page*)

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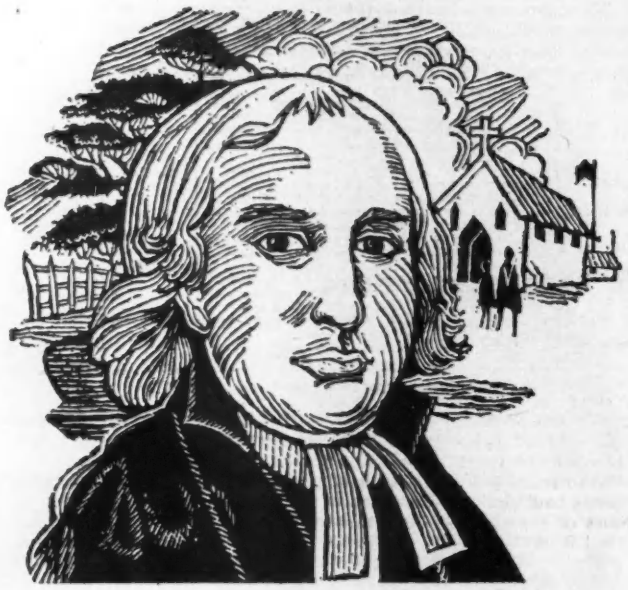
ROOM E301, ELAND HOUSE, STAG PLACE, VICTORIA, S.W.1

giving full name, age, qualifications and brief details of experience, quoting ref. RC 291/33/01.



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Tariff Board Inquiry on the chemical industry — support values review

A NOTICE was published in the *Board of Trade Journal* on August 18, 1967, concerning an inquiry into support value duties on certain industrial chemicals and synthetic resins. The inquiry has now been completed, and arising out of the Tariff Board's report, support duties have been abolished on goods set out in Column 1, and there is no change on goods set out in Column 2 as follows:

Column 1	Column 2
VAM (vinyl acetate monomer)	OCDB (ortho-dichlorobenzene)
2. 4. 5. T products	PDCB (para-dichlorobenzene)
Phthalic anhydride	Phthalate and isophthalate esters not being diethyl phthalate or dimethyl phthalate
Diethyl phthalate	Ethanediol
Dimethyl phthalate	Triethylene glycol
Alkyl phenol ethoxylates	Triethanolamine
Butyl alcohols and acetates other than normal butyl alcohol and acetate	Mixed ethanolamines
Secondary alcohol ethoxylates	TSP (triSodium orthophosphate)
Soda ash	

3. Support values are varied to read as set out hereunder:

Chemical	Support value ($ per ton)
Phenol	390
Styrene monomer	235
DDT	600 plus $8 for each 1% of p.p.i. above 75%
Normal Butyl alcohol and acetate	320
Diethylene glycol	400
Ethylene glycol monomethyl ether	470
Ethylene glycol monoethyl ether	450
Ethylene glycol monobutyl ether	540
2. 4.-D products	860
Polyethylene glycols (above 1,500 molecular weight)	700
(to 1,500 molecular weight)	550
Polyethylene (high density)	630
(low density)	450
Styrene rubber copolymers and mixtures of rubber and polystyrene	550
Other styrene polymers and copolymers	415
PVC	400
SBR oil extended	420
SBR non-oil extended	520
SBR oil extended – carbon black masterbatch	390
SBR non-oil extended – carbon black masterbatch	485
BR oil extended	475
BR non-oil extended	575
BR oil-extended – carbon black masterbatch	440
BR non-oil extended – carbon black masterbatch	535

It has been announced that a further reference to the Tariff Board for the review of chemicals subject to support values, incorporating the review of chemicals carrying duties higher than industry rates, will be made later this year.

BRAZIL

Imports of goods for the cellulose, pulp- and paper-making industries

IT HAS BEEN reported by HM Embassy at Rio de Janeiro that, according to Law No. 5415 of April 10, 1968, exemption from import duty and tax on industralized products has been granted for a period of four years in respect of equipment, machinery, apparatus and instruments with their respective accessories, spare parts and tools, which are specifically destined for the cellulose, pulp- and paper-making industry in general, including thick papers and light and heavy cardboards.

The exemptions will be granted to firms with industrial projects approved by the Executive Group for the Paper and Printing Industries (GEIPAG) of the Industrial Development Commission (Ministry of Industry and Commerce) and do not apply to goods with national similars.

A full text of the Law (in Portuguese) may be inspected at Tariff

Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476),

CHILE

Import list modifications

THE FOLLOWING MODIFICATIONS to the Chilean Permitted Import List were made recently:

Page	Item No.		Percentage of prior deposit
9	9.10	Insert new heading: Thyme, Saffron and Bay Leaves; Other Spices: Powdered ginger root	50
31	28.28	Bismuth hydroxide	0
	28.39	Bismuth sub-nitrate	0
32	28.42	Bismuth sub-carbonate	0
37	29.16	Bismuth sub-gallate	0
		Bismuth sub-salicylate	0
44	30.03	Insert new sub-headings: Racemic epinephrine in aerosol containers	0
		Hypertensin, in ampoules	0
51	30.04	Delete the sub-heading: Obstetric plugs	
62	36.04	Insert new sub-heading: Non-electric retarding connectors for fuses	10
84	48.01	To the sub-heading 'Special paper for mortgage and Government bonds' add: and safety paper for travellers' cheques altering the prior deposit percentage to read	10,000
92	49.08	Insert new sub-heading: Collections of letters, numbers, and other characters, etc. for photogravure	10
99	59.01	Insert new sub-heading: Obstetric plugs	100
204	97.06	Insert new sub-heading: Equipment for gymnasiums: parallel bars and adjustable horses, rings, elastic mattresses and springboards with springs together with accessories and spare parts thereof	100
207	98.08	Insert new sub-heading: Rolls of ribbon of plastic material impregnated with carbon for electric typewriters	20

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List.

Page	Item No.		Percentage of prior deposit
4	05.04	Delete the item: Rennet	
40	29.40	Insert new sub-heading: Rennet	20
46	30.03	Insert new sub-headings: Concentrated compounds of drugs, antibiotics, vitamins or chemical products for additives for animal foods	20
		Gold salts for injections	0
		Tetracycline, its salts and derivatives for injections	0
57	32.12	Insert new sub-headings Compositions and finished products for sealing and filling up cracks in motors and radiators of motor vehicles	100
71	39.02	Under '*Liquids and Pastes*, insert new sub-heading: Others	20
72	39.03	9th item 2nd line. Alter '42 cm. wide' to read, 'from 100 cm. wide'	10,000
185	87.02	2nd item, delete 'Sign box with the word TAXI'	

Exemption from prior deposit

THE EXECUTIVE COMMITTEE of the Chilean Central Bank have freed from the prior deposit requirement imports of seeds, provided such imports are made either by the Empresa Nacional de Semillas or with its permission.

URUGUAY

Imports of agricultural machinery

THE URUGUAYAN AUTHORITIES have introduced new regulations affecting imports of agricultural machinery.

The sum of US $1 million will be made available up to September 30 for imports of agricultural machinery other than tractors of 80 h.p. and over.

Apart from imports effected by the Honorary Commission for the Agricultural Development Plan (Plan Agropecuario) three further types of imports of agricultural machinery will now be permitted. The first covers imports by commercial firms and these will be based on previous import performance over the last five years; where previous performance cannot be established quotas will have to be negotiated with the Advisory Committee on Imports. The second covers what are termed direct imports: imports by individual farmers, agricultural co-operatives, etc., are to be permitted provided the regional Agricultural Officer of the Ministry of Livestock and Agriculture certifies in each case that the importation is necessary. The third covers imports to be effected under international agreements; these will be permitted in accordance with the terms of such agreements.

Authorized imports will be subject to the prior deposit requirement set out in Central Bank Circular No. 78 (see *Board of Trade Journals* of August 2, 1968, page 358 and August 16, page 520).

Exchange regulations

URUGUAYAN Central Bank Circular No. 75 established new regulations for exchange operations.

Exchange for remittances abroad by private individuals will be provided only by the Bank of the Republic.

Private banks and exchange houses may sell exchange for imports (importers must provide detailed evidence relating to the nature of the transaction and the method of financing it), tourism and travel, freight charges and, subject to Central Bank approval, for amortization of and interest on loans, for dividends, profits, royalties and similar remittances.

Sales of foreign exchange for other purposes will be subject to Central Bank approval.

GRENADA

Customs tariff changes

THE CUSTOMS (Import Duties) Order, 1968, provides for the amendment of the Grenada Customs Tariff by imposing new rates of duty on various items classified under the following headings:

Bakery products (biscuits); preserved fruits and fruit preparations, including peel, jams, jellies, marmalades, pulps and pastes (whether in airtight containers or not); fruit juices; wine and other fermented alcoholic beverages; distilled alcoholic beverages; tobacco, manufactured and unmanufactured; petroleum products; colouring materials, prepared paints and enamels, etc.; soaps and cleansing preparations; boxes, cases, crates and parts; floor coverings; radio receivers and television sets, accumulators; furniture and fixtures; clothing; footwear; toilet brushes (e.g. shaving, tooth, hair, etc.).

Details of the changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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CARIBBEAN FREE TRADE AREA

Establishment of Free Trade Area

THE CARIBBEAN Free Trade Area was established on May 1, 1968, between the countries of Antigua, Barbados, Guyana and Trinidad and Tobago. Dominica, Grenada, St. Kitts/Nevis/Anguilla, St. Lucia and St. Vincent joined CARIFTA on July 1, 1968, and Jamaica and Montserrat became members on August 1, 1968.

This extended CARIFTA is based on the provisions of the Agreement signed between Antigua, Barbados and Guyana on December 15, 1965 (see *Board of Trade Journal* of January 14, 1966, page 90) but with certain modifications – there is a list of reserved commodities to be freed from import duties within a five year period for the more developed members and within a 10 year period for the less developed members. In addition, the less developed members will have the right of appeal for an extension beyond the 10 year period in cases where serious injury may be done to a particular industry.

The creation of this Free Trade Area should lead to increased opportunities for the supply of capital goods required for new manufacturing operations. It also has to be recognized that CARIFTA will lead to an intensification of the drive to establish local industries to produce goods at present imported and firms whose products might be affected would be well advised to review any earlier studies they may have made on the feasibiilty of local manufacture or assembly.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

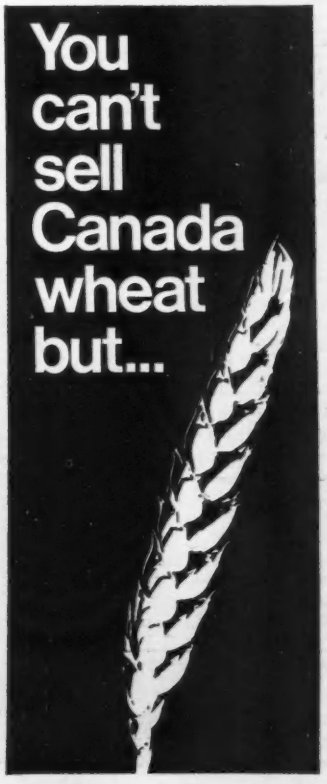
ST. LUCIA

Customs tariff changes

THE CUSTOMS DUTIES (Amendment) Order, 1968, amends the St. Lucia Customs Tariff by providing for new rates of import duty to be imposed on various items classified under the following headings:

Biscuits; preserved fruits, peel, jams, jellies, marmalades, pulp and pastes; fruit juices; unmanufactured tobacco; laundry blue; colouring materials, printer's ink, artist's colours, prepared paints, enamels, etc.; cleansing preparations (without soap); boxes, cases, crates and parts; carpets; radio and television receiving sets; furniture; clothing; footwear; brooms and brushes.

Details of these changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).



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TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

047-02.010	Corn meal
055-02.001	Tomatoes, whole or in pieces, in airtight containers
055-02.039	All soups in airtight containers
055-02.059	Corn in airtight containers
055-02.099	All vegetables, n.e.s., in airtight containers
099-09.059	Tomato ketchup
632-01 (and relevant items numbers)	Sweet drink cases made of wood and of other materials
733-09.02	Parts for push carts, hand trucks, wheel barrows and items of a similar nature
831-01	Plastic shopping bags

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of items 047-02.010, 055-02.001, 055-02.039, 055-02.059, 055-02.099, 099-09.059 and 632-01 noted above and, in addition, items 072-02 (Cocoa powder) and 072-03.02 (Cocoa paste, including cocoa in balls, lumps, slabs and cakes). A notice about the addition of 072-02 and 072-03.02 to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* dated July 26, 1968, page 295.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which amends the Trinidad and Tobago Customs Tariff by providing for the reduction of import duties on a number of goods classified under the following SITC groups:

001 – Live animals, chiefly for food; 212 – Fur skins, undressed; 241 – Fuelwood and charcoal; 262 – Wool and other animal hair; 264 – Jute; 272 – Crude minerals (excluding coal, petroleum, fertilizer materials and precious stones); 283 – Ores of non-ferrous base metals and concentrates; 292 – Crude vegetable materials, inedible, n.e.s; 315 – Electric energy; 532 – Dyeing and tanning extracts, and synthetic tanning materials; 613 – Furs dressed or dressed-and-dyed; 681 – Iron and steel; 682 – Copper; 685 – Lead; 686 – Zinc; 731 – Railway vehicles; 842 – Fur clothing; 891 – Musical instruments, phonographs, records.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of the Jamaican Open General Licence dated August 1, 1968, published under Government Notice No. 2525. This revokes the Open General Licence dated July 8, 1966 (see *Board of Trade Journal* of August 26, 1966, page 556), and all amendments thereto.

Note: The list of goods which require a specific import licence remains the same as that contained in the schedule to the previous OGL dated July 8, 1966, together with subsequent amendments. Details of amendments have been published in the *Board of Trade Journal* up to August 9, 1968. The items have, however, been renumbered in alphabetical sequence and the necessity for certain of these goods to be imported under a specific import licence has been waived when such goods originate in, and are consigned from, any of the following territories:

Antigua, Barbados, Dominica, Grenada, Guyana, Montserrat,

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St. Christopher, Nevis and Anguilla, St. Lucia, St. Vincent, Trinidad and Tobago.

A copy of the new Open General Licence may be seen at the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471), to whom all other inquiries about this notice should be addressed.

CUBA

Control of non-commercial imports

CUBAN Law No. 1216 of May 29, 1968 published in the *Official Gazette* on and effective from June 5, 1968, establishes a customs tariff to be applied exclusively to the import of goods of a non-commercial character. The duties imposed by the tariff vary according to the type and quantity of the imported item. Imports of non-commercial and personal items must be accompanied by a Consular Invoice certified at a cost of $50.00 by the Cuban Consul in the country where the sender resides. The import of certain goods is prohibited including private vehicles, alcoholic beverages, tobacco products, textile articles, perfumes, photographic paper and equipment and certain foodstuffs. Imported goods contravening the regulations will be subject to confiscation.

The Law does not apply to items sent to accredited Embassies and Diplomatic Missions in Cuba, to representatives of foreign firms or foreign engineers who are providing services in Cuba nor to Cuban organizations such as universities and libraries. Parcels addressed to representatives of foreign firms or engineers must be sent to the appropriate Cuban organizations.

A translation of Law No. 1216 may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Textile fibre products

THE *Board of Trade Journal* of July 12, gave notice of the intention of the United States Federal Trade Commission to hold a public hearing on August 14, to consider an amendment to the rules and regulations under the Textile Fibre Products Identification Act.

The Federal Trade Commission has now announced that the date of the public hearing has been postponed until September 11, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards

THE *Board of Trade Journal* of May 10, gave notice of amendments to motor vehicle safety standard number 104 relating to windshield wiping and washing systems.

The United States Federal Highway Administration has now issued further clarifying amendments to this standard in respect of the frequency or speed of windshield wiping systems which became effective on July 31, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

'Of a class or kind made in Canada':

Plate glass ground and polished on both surfaces transparent in thicknesses of ⅛in. to ¼in. inclusive.

(Ruling effective September 12, 1968).

Note:

Plate glass as described above is regarded as being of the same 'class or kind' as float glass transparent in thickneses of ⅛in. to ¼in. inclusive, which has previously been ruled to be of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D51-25-1 dated August 12, 1968.

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13a Castle Street, Edinburgh, 2, Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., 2/4 Ludgate Circus Buildings, London, E.C.4 (Tel. 01-248 3718).

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

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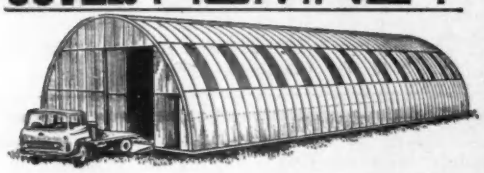

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar 1968
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Bankruptcy orders (Q)	26 July 1968
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By industry (Q)	5 July 1968
Distributive and service trades (A)	16 Aug. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Catering trades turnover (M)	16 Aug. 1968
Chemical industries production (6-M)	19 July 1968
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UK computer market (Q)	2 Aug. 1968
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Instalment and credit business (M)	5 July 1968
International trade credit (A)	16 Aug. 1968
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Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
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Film industry:	
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Board of Trade Departments, etc. Subject	Last published
Board of Trade Addresses	2 Aug. 1968
Board of Trade Regional organizations	16 Aug. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	2 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly Index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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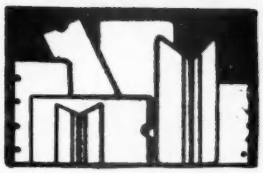

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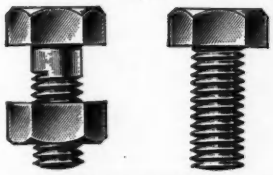

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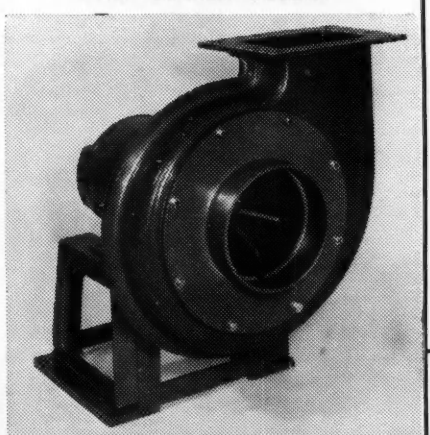

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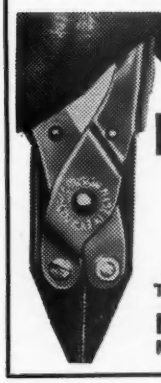

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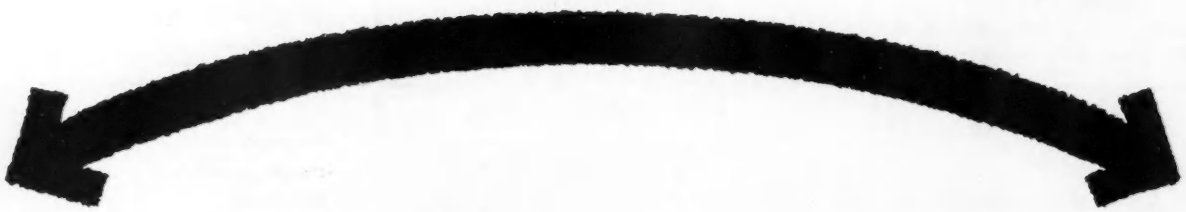

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